

GRAIN DEALERS JOURNAL

Devoted to the construction and operation of better grain handling plants.

In This Number:

Your Expenses, Your Losses and the
Federated Snowbirds

H. F. Bowsher, C. P. A.

Seed Associations Meetings

Demagoguery in Congress

S. P. Arnot, Executive V. P., Chicago
Board of Trade

Ohio Dealers in Convention

Destroying Individual Initiative

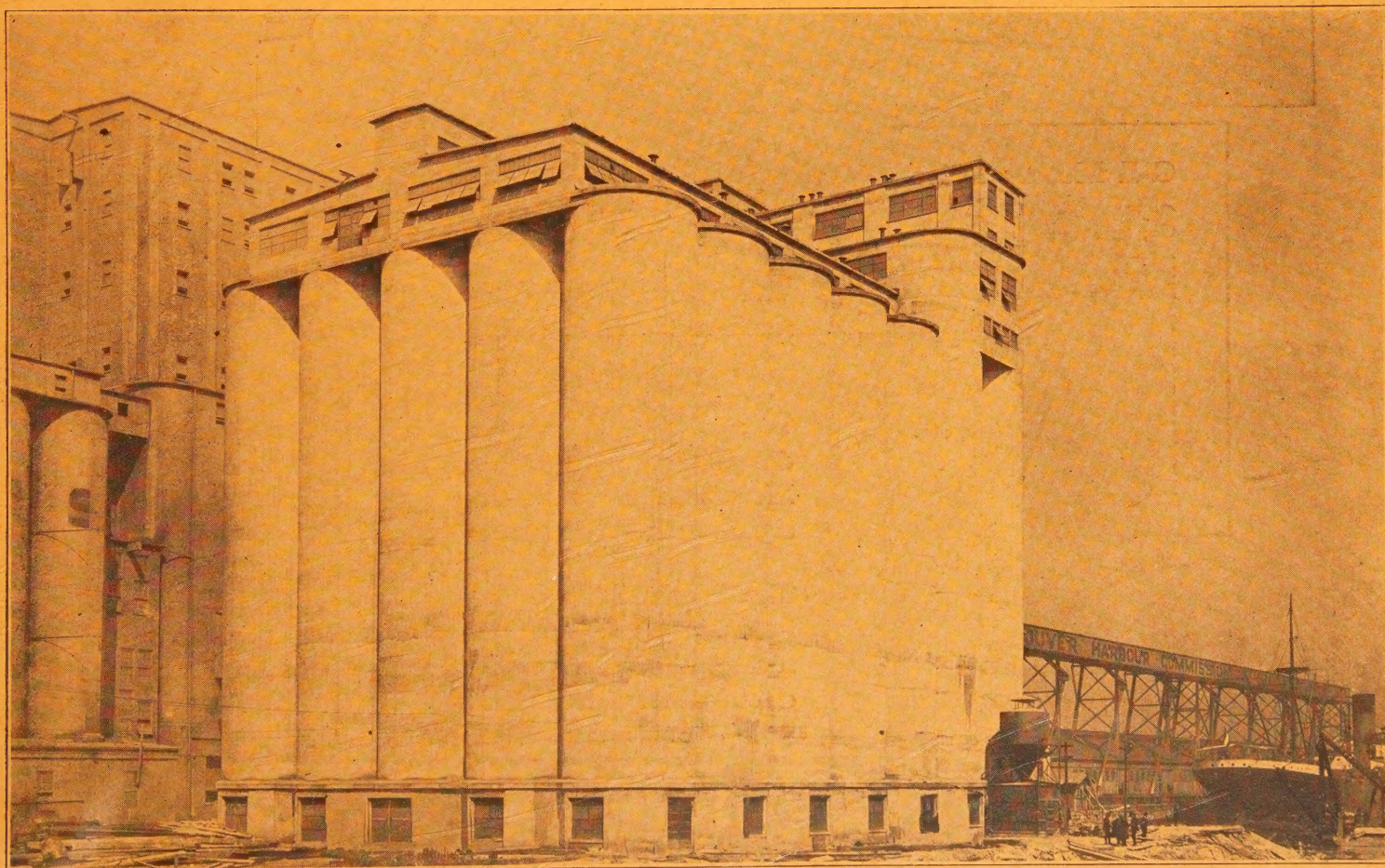
Dr. William Allen Pusey,
Pres. American Medical Association

Transportation Problems

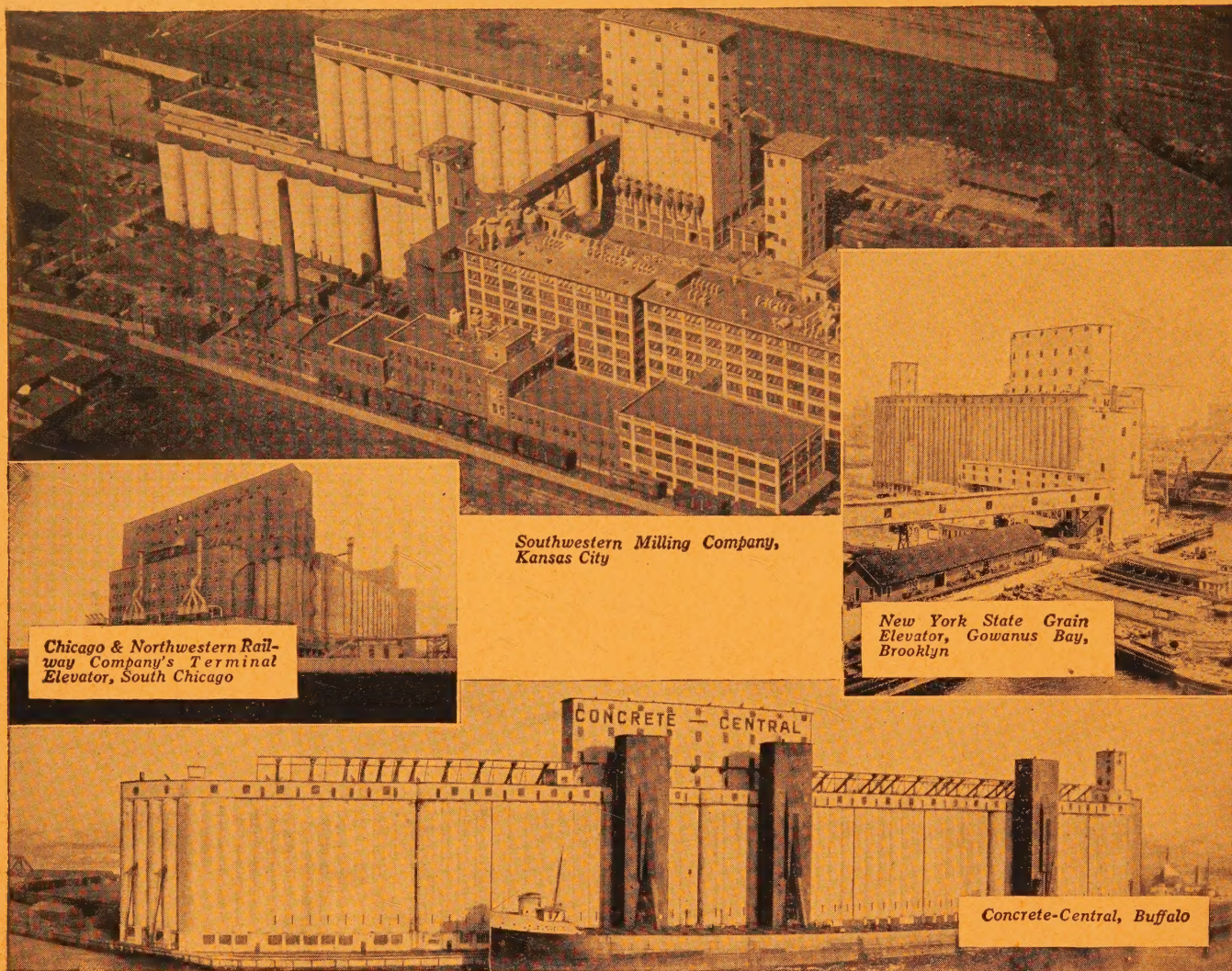
Henry L. Goemann

Pacific Northwest Dealers Hold
Enthusiatic Meeting

Farm Bureaus Taking Over Chicago
Elevators



820,000 Bushel Annex to Harbour Commission Elevator No. 1, Vancouver, B. C.
Described in this number.



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GENERAL ELECTRIC

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

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(Continued on next page.)

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Itasca Elevator Co., grain merchants.
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*Member Grain Dealers National Association.

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In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

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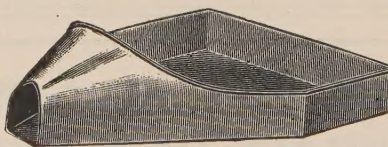
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St. Joseph, Mo.

DENVER

Grain shippers who are anxious to get the most from their grain will find it to their advantage to investigate the merits of the Denver market. After a thorough investigation it is a known fact that it will receive your shipments. Any of the Grain Exchange members listed below will be glad to give you any information you may desire. Better still—ship at least one car to any of them and be convinced.

O. M. Kellogg Grain Co.
Receivers shippers of all kinds of grain.

T. D. Phelps Grain Co.
Wholesale Grain and Beans.

McCaull-Dinsmore Co.
Grain—Wholesaler and Commission.

The Summit Grain Co.
Receivers and shippers of all kinds of grain.
Offices and elevator, 19th and Navajo Sts. P. O. Box 805.

Houlton Grain Company
Wholesale Grain—Get in touch with us.

The Conley-Ross Grain Co.
Wholesale Grain.

The Ady & Crowe Mercantile Co.
Grain, Hay, Beans.

Rocky Mountain Grain Co.
Grain Merchants—Export and Domestic.

Denver Elevator
Wholesale Grain, Flour, Mill, Feed and Pinto Beans.
We operate 30 elevators in eastern Colorado.

Note: All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract.

Chamber of Commerce
Members

MINNEAPOLIS

Chamber of Commerce
Members

MARFIELD GRAIN CO.
MINNEAPOLIS, MINN.
Receivers and Shippers

CORN -- OATS -- BARLEY -- RYE
For Prompt Shipment in any Quantity
**The VAN DUSEN-
HARRINGTON CO.**
MINNEAPOLIS DULUTH

Cereal Grading Co.
GRAIN MERCHANTS

We buy, sell, store and ship
all kinds of grain. Get our
offers, or try us with your
consignments.

LIBERAL ADVANCES
Operators of Elevator "R"

Chamber of Commerce
MINNEAPOLIS

CARGILL COMMISSION COMPANY

DULUTH MINNEAPOLIS MILWAUKEE

EFFICIENCY is our watchword; SATISFACTION your reward

SHIP TO CARGILL

"You can't do better; You might do worse."

DELMAR COMPANY
MINNEAPOLIS, MINN.

Shippers of
Sulphured, Natural and Clipped Oats,
Barley, Durum Wheat. Also
Milling Wheat and Buckwheat
Ask for Samples and Prices

Board of Trade
Members

PEORIA

Board of Trade
Members

W. W. Dewey & Sons
COMMISSION MERCHANTS
33-35 Board of Trade
Peoria, Ill.

Turner-Hudnut Company
Receivers GRAIN Shippers
42-47 Board of Trade

P. B.
and
C. C. **Miles**

Established - 1875

Incorporated - 1910

Peoria, Illinois

Handling Grain on Commis-
sion Our Specialty

C. N. D. QUOTATIONS

A complete record of C. N. D. or
Radio Market Quotations is invaluable
for ready reference.

Each sheet is headed "Board of Trade
Quotations for Week, Commencing Mon-
day 192" Columns are pro-
vided for three Wheat options, three
Corn, three Oats, three Rye and two
Barley. Spaces for the market hourly
and at close. Closing prices for previous
week are listed at top.

Sixty sheets, printed on bond paper,
9½x11½, are well bound in book form,
with flexible pressboard covers—a year's
supply. Order Form 97-5. Price \$1.00.
Weight 14 oz.

GRAIN DEALERS JOURNAL
309 South La Salle St. Chicago, Ill.

SOME GRAIN DEALERS have realized a fortune from the offerings others overlooked. Our advertising pages as well as our reading matter columns present real opportunities to alert readers. Better keep your eyes open and look around as the entire contents of the Journal are prepared especially for you.

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KANSAS CITY

Board of Trade
Members

Handling
Consignments
and Futures
44 Years

B. C. Christopher & Co.

KANSAS CITY, MO.

Buyers and
Shippers Kaffir,
Feterita, Milo
Maize, Mill Feed

Davis-Noland-Merrill Grain Co.

operating Terminal Elevator

Capacity 2,500,000 bushels—Superior service to millers and grain dealers

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SHANNON GRAIN COMPANY CONSIGNMENTS

201-2 Board of Trade KANSAS CITY, MO.

Yes Sir:

*Real
Service*

We Handle Consignments
S. H. Miller Grain Co.
Kansas City Missouri



Buyers—Sellers
**WHEAT . CORN
OATS . BARLEY**
CONSIGNMENTS
MILL ORDERS

Rocky Mountain Grain & Com. Co. Consignments

**Simonds-Shields-Lonsdale
Grain Co.**
QUALITY and SERVICE
Kansas City, Missouri

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We carry the following cipher codes in stock and can make prompt delivery.

Universal Grain Code, board cover...\$1.50
Universal Grain Code, flexible leather 3.00
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Your name in gilt letters on front cover, 35 cents extra.

For any of the above, address

GRAIN DEALERS JOURNAL

309 So. La Salle St. Chicago, Ill.

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Ernst-Davis Com. Co.

Kansas City

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GIVEN TO FUTURES**

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Kansas City Board of Trade
Chicago Board of Trade
St. Louis Merchants Ex.

A. C. DAVIS GRAIN CO.
Grain Commission
Mill Orders a Specialty
Consignments and Future Orders Solicited
KANSAS CITY, U. S. A

I have been able to get \$2.00 worth out of the Grain Dealers Journal just by glancing thru its pages and in appreciation of the good work you are doing I enclose check for another year.—B. W. Furr, Furr & Cohee, Fortville, Ind.

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CONSIGNMENTS
Every Car Gets Personal Service
Omaha, Nebr.
WRITE US YOUR OFFERS

**MATTHEW D. BENZAQUIN
GRAIN AND FEED**
Brokerage and Commission
DOMESTIC and EXPORT
505 Chamber of Commerce Boston, Mass.

L. C. BUTTON CO.
510-511 Grain Exchange SIOUX CITY, IOWA
**General Grain and
Commission Business**
USE US

I Am the Man You Want

I can fill that position you have open—fill it perfectly, to your satisfaction. Tell me where to find you in a

**Grain Dealers Journal
Want Ad.**

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Good Milling Wheat
GREENVILLE - OHIO

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GRAIN
Consignments Solicited
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Buyers—Quote Us
M. B. JONES & CO.
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Grain - Flour - Mill Feed
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Either Export or Domestic
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MOHAWK



RUBBER BELTING

For many years the **Standard Belting** for elevators.

Specify this belting when contracting to build or remodel.

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The Gutta Percha & Rubber-Mfg. Co.
301 W. Randolph St. CHICAGO
New York, Boston, Philadelphia, San Francisco Seattle

The Standard Grain, Seed and Bean Cleaners

By nearly two decades of successful manufacturing have proven satisfactory in every installation.

Some Points of Merit:

Automatic Traveling Brushes under screens
Standard Blast Control, a departure from the ordinary

Force Feed Hopper
Suction Fan Dust Collector
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Very light running.

*Let us explain more fully by
sending our catalog.*

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Crestline, Ohio

MORSE SILENT CHAIN DRIVES

Transmit 98.6% power.
Sustain this very high efficiency throughout the life of the drive. There is no gradual loss of power.

MORSE CHAIN CO., ITHACA, N. Y.

Consult the Morse Engineer in Your Territory at

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Cleveland, Ohio		

2150-30

WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

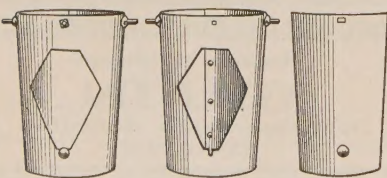
Account Books	Grain Tables
Agricultural Gypsum	Lightning Rods
Attrition Mill	Magnetic Separator
Bag Closing Machine	Manlift
Bags and Burlap	Moisture Tester
Bearings { Roller	Mustard Seed Separator
{ Ball	Oat Bleachers and Purifiers
Belting	Oat Clipper
Bin Thermometer	Oat Crusher
Boots	Pneumatic Conveying Equipment
Buckets	Portable Elevator
Car Liners	{ Oil Engine
Car Loader	{ Gas Engine
Car Mover	{ Motors
Car Puller	Power Shovel
Car Seals	Radio Equipment
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Coal Conveyor	Sample Envelopes
Corn Cracker	Scales
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Distributor	Scarifying Machine
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Drain Circulating Pump	Separator
Dump	Sheller
Dust Collector	Siding-Roofing { Asbestos
Dust Protector	{ Steel
Elevator Brushes	Silent Chain Drive
Elevator Leg	Speed Reduction Gears
Elevator Paint	Storage Tanks
Feed Mill	Spouting
Fire Barrels	Tasting Apparatus
Fire Extinguishers	Transmission Machinery
Friction Clutch	Transmission Rope
Grain Driers	Waterproofing (Cement)

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

Information Bureau

Grain Dealers Journal, 309 So. La Salle St., Chicago

Save the cost of whole new Spouts



Use a Kewanee Renewable Bottom Spout and when the bottom wears slip in a new one. We guarantee each Kewanee section to wear out 12 bottoms and the bottoms are made from a special analysis steel—tough and long wearing. If you wore out a set of bottoms every year the replacement cost would be little—renewable bottoms for 8 size and smaller cost about 3 1/2 cents. And it's far less expensive to buy new bottoms than to replace entire spouts or try to patch them.

Kewanee RENEWABLE BOTTOM Grain Spout

Order One
on Trial

Give us the outside diameter, or outside rectangular measurements of your down spout, and length of spout wanted. We will ship you a Kewanee. Use it a month, six months or a year. If it's not satisfactory to you return it and we'll refund your money.

Kewanee Implement Company

345 Commercial Street
KEWANEE, ILLINOIS

A Record for Belt Elevators in the Buffalo District

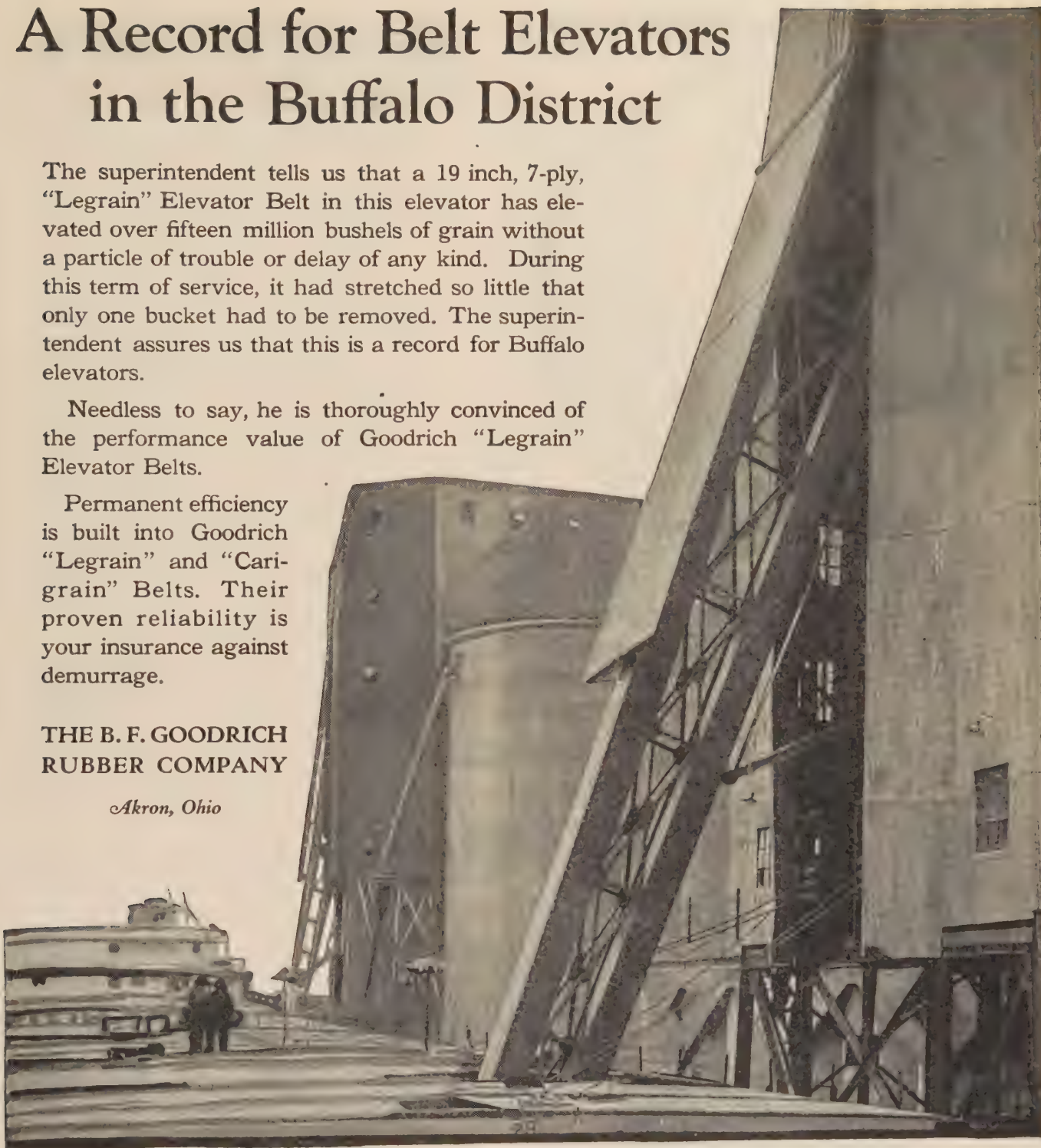
The superintendent tells us that a 19 inch, 7-ply, "Legrain" Elevator Belt in this elevator has elevated over fifteen million bushels of grain without a particle of trouble or delay of any kind. During this term of service, it had stretched so little that only one bucket had to be removed. The superintendent assures us that this is a record for Buffalo elevators.

Needless to say, he is thoroughly convinced of the performance value of Goodrich "Legrain" Elevator Belts.

Permanent efficiency is built into Goodrich "Legrain" and "Carigrain" Belts. Their proven reliability is your insurance against demurrage.

THE B. F. GOODRICH
RUBBER COMPANY

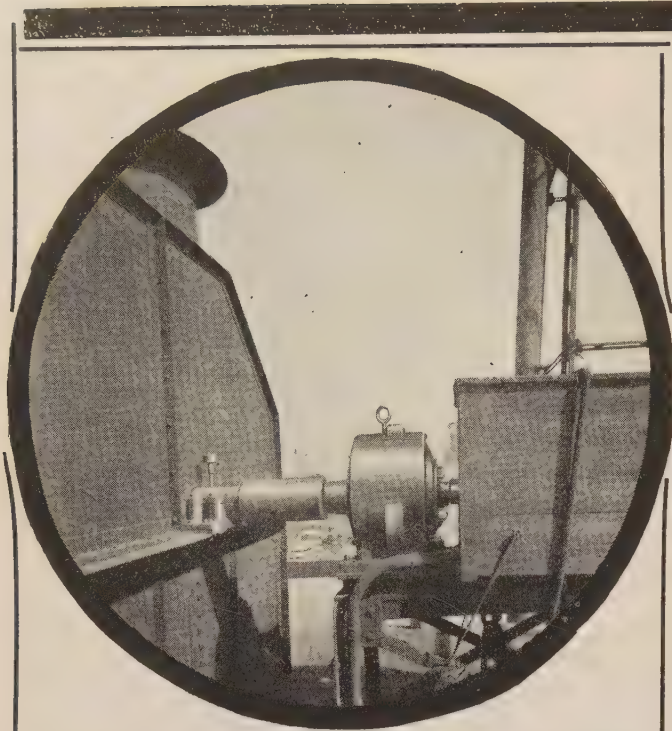
Akron, Ohio



Goodrich

"Legrain" and "Carigrain" BELTS

"Best in the Long Run"



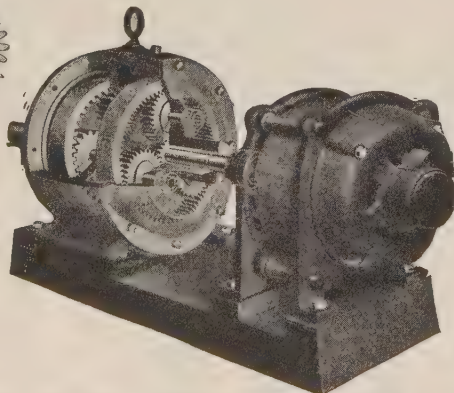
Foote Speed Reducer
Transmitting power
from Motor to Head-
Drive in Atlantic
Elevator, Chicago.

THE MOST EFFICIENT WAY TO REDUCE THE SPEED OF YOUR MOTORS

FOOTE SPEED REDUCERS replace cumbersome belting and shafting, open gearing and chains. They are a compact enclosed transmission for reducing the speed of motors operating your conveyors, elevator legs, and other equipment. All moving parts run in oil—they deliver 86 to 94% of the motor power—maintenance on the many thousands in use is less than $\frac{1}{2}$ of 1%—they eliminate accidents to workers—they give many years of uninterrupted service.

You should know all about Foote Speed Reducers for they will save money for you, and give your plant greater efficiency.

Ask our engineers—write today before you forget.



FOOTE BROS. GEAR & MACHINE CO.

Mfrs. of rawhide and bakelite micarta pinions
and cut gears of all kinds.

252-262 N. Curtis St.

Chicago, Ill.

J. R. SHAYS, JR.,
100 Greenwich St.,
New York City

KING & KNIGHT,
Underwood Bldg.,
San Francisco, Cal.

Humphrey Elevator

A Safety Belt Employees Carrier

A Proven Economy In Hundreds of Elevators

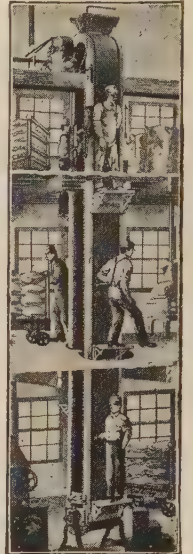
MOST of the leading elevators in cities and towns all over the United States (and foreign countries, too), use the Humphrey Elevator.

This universal acceptance has been won, step by step, by each new Humphrey installation re-proving its time and money-saving value in terms of higher efficiency and reduced fire risk.

37 years of "knowing how" and the most exacting mechanical standards account for the Humphrey's leadership. Write for full particulars.

Humphrey Elevator Co.
903 Division St. Faribault, Minn.

There is *Only One Genuine*
Humphrey Elevator.



OUR IMPROVED

Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assures prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment.

Form A is for Loss of Weight in Transit Claims.

" B—Loss in Market Value Due to Delay in Transit.

" C—Loss in Quality Due to Delay in Transit.

" D—Loss in Market Value Due to Delay in Furnishing Cars.

" E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon. You tear out the original to send to the claim agent, and the carbon copy remains in the book, as a record of your claim.

The five forms are well bound in three books, as follows:

411-A contains 100 sets all Form A. Price, \$2.00

411-E contains 100 sets all Form E. Price, \$2.00

411-5 contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E. Price \$2.00.

Send all orders to

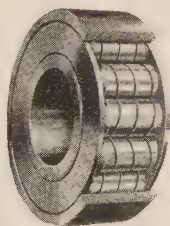
GRAIN DEALERS JOURNAL

309 South La Salle Street

CHICAGO, ILL.



One of four 140 H.P. elevator leg herringbone gear drives being assembled in the Montreal Harbour Commissioners' Grain Elevator No. 3, Montreal, Quebec. The Hyatt bearings can be seen supporting the pinion and gear shafts of this unit.



Elevating Millions of Bushels Of Grain With No Shutdown Losses

SUCH is the performance of the twenty Hyatt bearing equipped elevator leg herringbone gear reduction drives in the Montreal Harbour Commissioners' Elevator No. 3.

This elevator, including the reduction gear drives, was designed by The John S. Metcalf Company, Limited, of Montreal, Quebec. The drives were furnished by Vickers, Limited, and were built by Messrs. Turbine Gears, Limited.

In addition to this installation all the leg drives in the Montreal Harbour Commissioners' Wind Mill Point Elevator Extension No. 2 and in the Vancouver Harbour Commissioners' Elevators No. 1 and No. 2 are equipped with Hyatt roller bearings.

Hyatt bearings are chosen for herringbone gear reduction drives for these reasons:

They operate for years without appreciable wear, thus holding the gear shafts in proper position. This results in accurate meshing of the gears, eliminating tooth wear and noisy, inefficient operation.

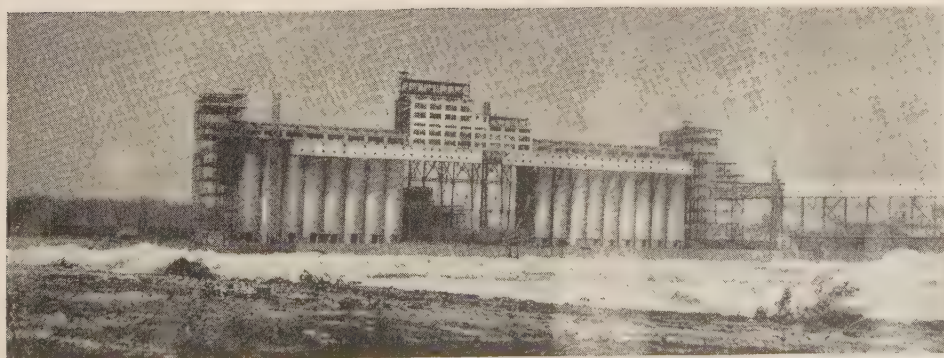
They reduce starting torque, thus increasing the life of the elevator belt and machinery.

They require lubrication only three or four times a year to give continuous service throughout the life of the drive.

When installing elevating and conveying equipment you can insure dependable and economical service by specifying Hyatt roller bearings.

HYATT ROLLER BEARING COMPANY

NEWARK	HUNTINGTON	PITTSBURGH	CHICAGO
WORCESTER	PHILADELPHIA	DETROIT	SAN FRANCISCO
BUFFALO	CLEVELAND	MILWAUKEE	MINNEAPOLIS



Montreal Harbour Commissioners' Grain Elevator No. 3 nearing completion. The receiving leg herringbone gear drives may be seen at about the center of the highest part of this elevator.

Kewanee

All Steel Truck Lift

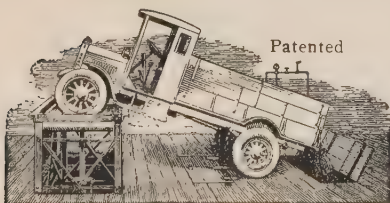
Ask Elevator Contractors

Ask your elevator contractor what truck-dumping device he would install in an elevator he was building for himself. Ten to one he would say "Kewanee." Try it and see. The following are a few of the reasons why.

A Kewanee reaches the job completely assembled. It's not a device that must be put together after it arrives. All assembling work is done in our plant—and we know before any lift is shipped that it will work right, "right off the bat."

It's all steel and as husky as a steel bridge. And instead of the cheaper welded tank furnished with many lifts you get a heavy riveted steel air receiver.

And while the Kewanee sells because of its high quality it is a matter of known fact that it actually costs less installed than any other reliable device you can buy.



NOTE: There's no freight saving in buying a knocked down device. The Kewanee reaches you completely assembled. That saves you time and money

Kewanee Implement Company

Kewanee, Illinois

Southwestern Distributors
Fairbanks, Morse & Co., Kansas City, Mo.




The "ZELENY"

Protects Your Grain

It is a simple device for testing the condition of grain stored in bins or tanks, by giving at all times the accurate temperature of the grain; not merely at the bottom and the top of the bins, but at intervals of five feet up through the bins. It saves you money by eliminating unnecessary turning of grain, which entails shrinkage, time, labor, power and wear on machinery; prevents bin-burned grain; increases working capacity of plants by saving time.

Further data will be furnished on request.

Western Fire Appliance Works
542 S. Dearborn St. CHICAGO

A Few Zeleny Installations
Cargill Grain Co.
Pillsbury Flour Mills
Bartlett Frazier Co.
Updike Grain Co.
Armour Grain Co.
Larabee Flour Mills
New Orleans Public Elevator
Maney Milling Co.
Buckeye Cotton Oil Co.
Red Star Milling Co.

Scale and Credit Tickets

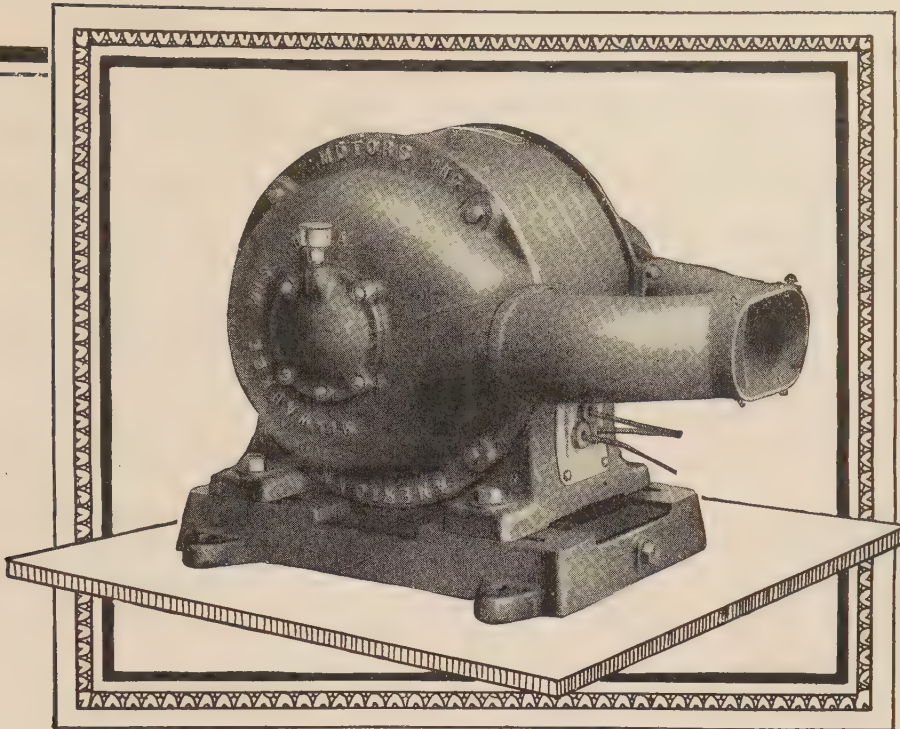
Form 51 duplicating, size 5½x13¾ inches is formed of 100 pages of white bond paper for the 500 original tickets, machine perforated for easy removal, 100 yellow post office paper for the 500 originals which remain in the book and 4 sheets of carbon paper bound in back. Each ticket provides spaces for "Number, Date, Load of, From, To, Grosslbs., Tarelbs., Netlbs. Net, bus., \$.....Due to or order, Weigher.

Check bound, well printed. Shipping weight 3 lbs. Price \$1.25 f. o. b. Chicago.

Grain Dealers Journal

309 So. La Salle St.

Chicago, Ill.



Do you still tolerate trouble on your motors?

Approved!!

"Interest in the electrical work at our recent convention centered around your self ventilated motor. It was by far the most interesting exhibit we had in the electrical line and our one hundred men will endorse your machine. The comments were all favorable and because it is the first motor at a reasonable price which we have approved for flour mill and grain elevator work without further enclosure we are sure that results should begin to show in orders." Mutual Fire Prevention Bureau, Eugene Arms, Manager.

THE complete enclosure of the American Motor accomplishes the positive protection of the motor against the deteriorating effects of dust, gas, oil or water, which soon wreck the ordinary open-type motor. The flash from any momentary overload is confined within the motor housing, thus eliminating all fire hazard from dust explosions.

Given a source of clean cool air, supplied to it through common galvanized iron ducts, the motor operation is entirely independent of the local atmospheric conditions.

Avoid a crippled elevator, costly repairs, waste due to delay, as well as fire hazards, by using American enclosed self-ventilating motors. Ball-bearings, polyphase induction type, the standard product of this company, they cost a third to a half less than similar motors specially built. They operate under conditions where an open-type motor could not possibly stand up. Let us quote you on your motor needs.

AMERICAN ELECTRIC MOTORS INC.

Milwaukee, Wisconsin, U. S. A.

American Electric Motors, Inc., Milwaukee, Wis.

Gentlemen: I wish to learn more about the American Totally Enclosed Self Ventilating Motor. Please send me bulletins, without obligation.

We are interested in the following types:

- ☐ Enclosed Self Ventilated Ball Bearing
- ☐ Open (90% Enclosed) Ball Bearing
- ☐ Open (90% Enclosed) Sleeve Bearing
- ☐ Backgeared

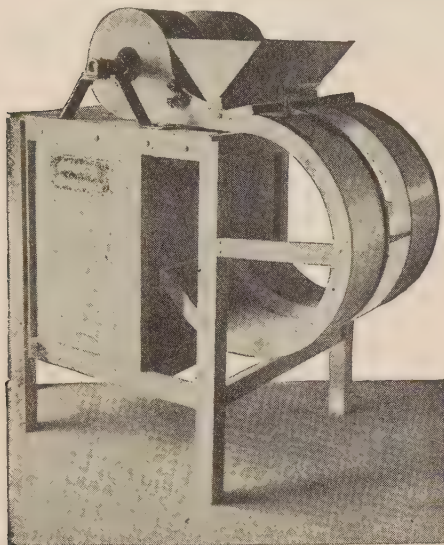
Name

Firm

Address

Johnson Scarifier

The Unrivaled Seed Saver



Hard seeds comprise from 25 per cent to 85 per cent of all legume varieties. Instead of accepting this annual loss, put your seed through the Johnson Scarifier and Huller. Enjoy the big profits which seeds of high germination bring. The Johnson Scarifier avoids all crushing of seeds. Its perfect construction declares it the most profitable scarifier on the market today.

New Arrangement in Feed Will Absolutely Hull Sweet Clover
Built in two sizes. Capacity up to 50 bushels per hour.

Write for Descriptive Circular and Price.

A. B. LYMAN

EXCELSIOR

MINNESOTA

Introducer of Grimm's Winter-Proof Alfalfa.

Ask for catalogs

Charter Type R Charter-Mietz

Oil Engines

CHARTER GAS ENGINE CO.

700 Locust Street

Sterling, Ill.

Wagon Loads Received

in A book for the use of country grain buyers in keeping a record of grain received from farmers. Some dealers record oats receipts in front and corn receipts in the back of book; others use a separate book for each kind of grain.

Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks.

The book is 9½x12 inches, 200 pages, 20 lines to each page, giving room for recording 4,000 loads, printed on Linen Ledger Paper and is well bound in strong board covers with leather back and corners. Order Form 380.

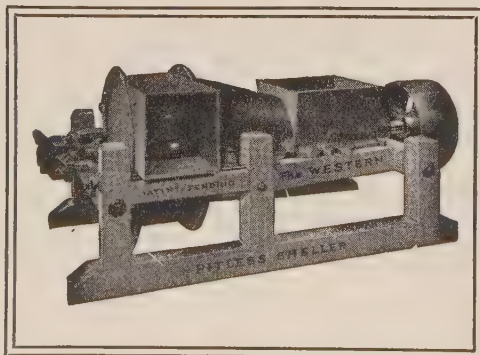
Price, \$3.00

GRAIN DEALERS JOURNAL

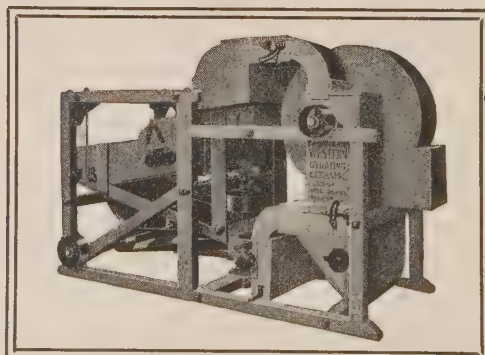
309 South La Salle St., CHICAGO, ILL.

WESTERN

Grain Elevator Machinery Shellers and Cleaners



PITLESS SHELLER

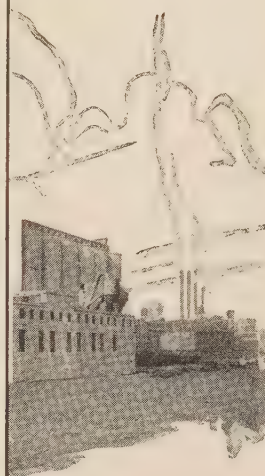
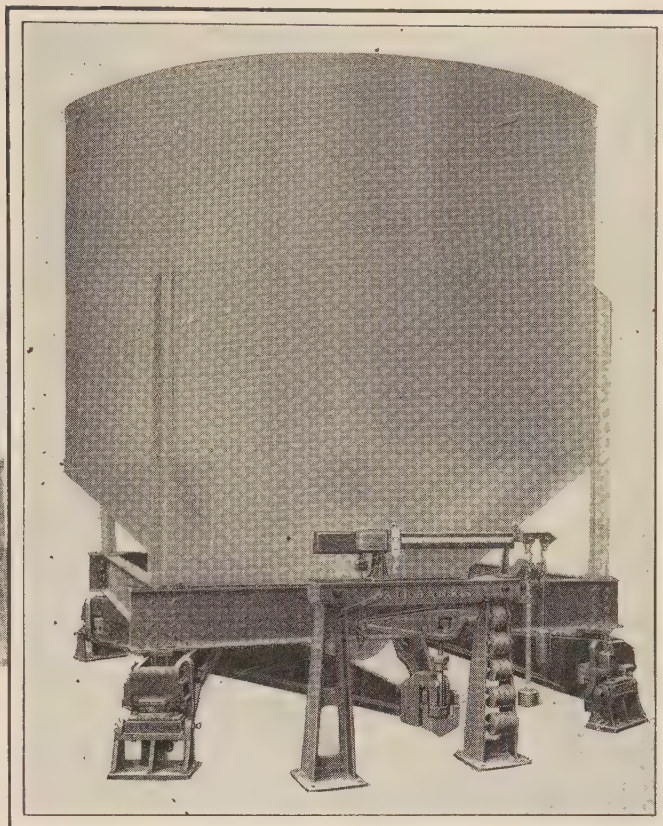


GYRATING CLEANER

UNION IRON WORKS - DECATUR, ILL.



TRUE CENTER
LINE WEIGHING
IS ACCURATE WEIGHING



BUILT IN 2000
AND 2500
BUSHEL SIZES

How Fairbanks Type "S" Hopper Scales have established higher standards of *accuracy---and economy*

The Fairbanks Type "S" Hopper Scale has made possible higher standards of accuracy because the load is transmitted according to the fundamentally correct principle—*on the center line of the lever*. The load is not *superimposed* but is suspended from the pivots of the levers. The levers are all level.

Type "S" is economical to operate. Your weighman will appreciate the accurately machined poise that is moved easily and

quickly to the proper setting. The counterpoise weights are conveniently located. Time and labor are saved in checking balance by the quick-operating weight-lifting device.

Another important factor, Type "S" can be installed at much less expense. There is no "releasing" the load. Adjustments are easily accessible. And you will find the Type "S" wears long and stays accurate with so little attention that "upkeep" is a word you can forget.

FAIRBANKS SCALES

CHICAGO
900 South Wabash Avenue

NEW YORK
Broome and Lafayette Streets

And forty other principal cities in the United States

SALT

Mixed cars of all grades

MYLES MEDIUM salt is especially prepared for the elevator and farm trade. We guarantee it not to cake or harden under any climatic conditions.

MYLES FARM SALT is a new development following years of experience in grinding pure salt. For meat curing and the fullest approval of your farm customers it is without an equal.

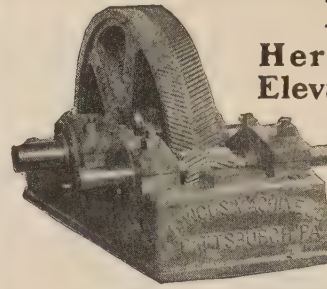
MYLES TABLE SALT is a free running, superior salt for the table use. It comes in convenient packages and waxed, wrapped cartons.

SALT BLOCKS pressed from the same high standard MYLES SALT and just as clean and white as you would serve on your table.

Prices and samples on request

HIGBIE SALT CO.

111 W. Washington St., Chicago, Illinois



FAWCUS Herringbone Gear Elevator & Conveyor Drives

Save 25% to 50% in maintenance and operating costs.

Gears enclosed in dust proof and oil tight cases with roller bearings.

Efficient - Durable - Compact

FAWCUS MACHINE COMPANY
Pittsburgh, Penn.



The Atlas Car Mover

The Car Mover With Power

When you put an Atlas under the wheels of a car there is never a question about moving it.

Compound Action Fully Guaranteed

The Best Car Mover on Earth

APPLETON CAR MOVER COMPANY

Appleton, Wisconsin

COWGILL & HILL MILLING COMPANY

MANUFACTURERS OF
SOFT WHEAT FLOUR EXCLUSIVELY

H. S. COWGILL, President
LOYD COWGILL, Secy. Treas.
LEE ROBINSON, Clk.



CARTHAGE, MO.

May 14, 1924.

Howe Scale Company of Illinois,
512 St. Charles St.,
St. Louis, Missouri.

Gentlemen:

We have to acknowledge yours of the 8th requesting us for an expression on the service given by the track scale you installed for us last July.

It affords us pleasure to advise that we are very much delighted with this scale. There is nothing in the grain or milling business of greater importance than absolute accuracy in the matter of weights and we have had sufficient time and sufficient experience to say unqualifiedly that a more satisfactory scale, a scale more convenient in operation or a scale nearer correct in weight is not manufactured.

You will recall the conditions recommending a desired development in your dead center type scale. We feel however that you and we were rewarded by your ability to bring out a type peculiarly suited for grain unloading and still having a scale conforming with the most rigid requirements of the American Railway Association.

Be assured that we derive no small degree of satisfaction in the confident and complete knowledge that with a modern elevator our scale equipment is of such a high order that it will be years before any possible improvement can be shown.

Yours truly,

COWGILL & HILL MILLING CO.,
L. Robinson

HOWE

Ball Bearing R. R. Track Scale For Elevator Grain Sinks

*The Proof
is
Satisfactory Service*

The Cowgill and Hill Milling Company is one of many to find this type of scale the best for carload grain weighing.

THE HOWE SCALE CO.
Rutland, Vt., U. S. A.

Chicago, St. Louis, Kansas City, New York, Boston, Philadelphia,
Pittsburgh, Cincinnati, Cleveland, Minneapolis, Atlanta,
New Orleans, San Francisco, or Portland, Ore.

Are the Voids in Your Concrete Water-Repellent?

A VOID is a hole or cavity. Every concrete mass has millions of tiny voids or pockets in it. These voids, in many cases, form irregular, disconnected tubes through the concrete.

All of these, taken together, provide excellent passages for water to filter through. Not only do these voids *permit* water to penetrate — they *actually* force it through by exerting capillary attraction, much the same as a tree draws sap to its highest bough.

This condition is true of all concrete where an insoluble integral waterproofing, sufficiently water-repellent to permanently overcome this tendency, is not used.

Leaking, damp elevator pits and basements will always occur under ordinary conditions.

You cannot *fill* these voids as they are formed by excess drops of water during the hardening process.

But, you can make them water-repellent by adding Medusa Waterproofing (either powder or paste) to the mix.

We shall be pleased to tell you more about the use of Medusa Waterproofing in the construction of new elevators. Also, for the man who now has damp basements and pits, Medusa can still be effectively applied for a permanent remedy of the condition.

The Sandusky Cement Company
Department G. J. Cleveland

Manufacturers of Medusa Stainless White Cement (Plain and Waterproofed); Medusa Gray Cement (Plain and Waterproofed); and Medusa Waterproofing (Powder or Paste).

MEDUSA

WATERPROOFING

‘ ‘ ‘ Powder or Paste ‘ ‘ ‘

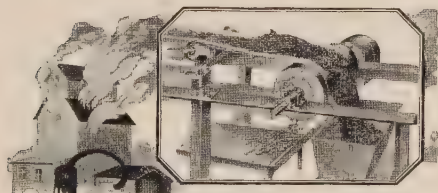


KELLOGG RADIO
Kellogg Radio Equipment
for Better Results
KELLOGG RADIO FOR BETTER RESULTS

Kellogg Radio for the farm is a profitable investment. It gives you a direct connection with the stock market. It brings you some of your best talent, both vocal and instrumental. It brings you the educational topics of the day.

If your dealer cannot show you our complete line of Radio Equipment, please write us. Send today for a copy of our Radio Handbook, contains valuable information.

KELLOGG SWITCHBOARD & SUPPLY COMPANY
 1066 West Adams Street
 CHICAGO



Stop tramp iron
before tramp iron stops you

TRAMP iron is the mill's or elevator's greatest menace. In the rolls or grinders, or in touching other metal, it causes sparks. One little spark may set off a disastrous dust explosion of fire.

Stop tramp iron! Install Dings Magnetic Separators As shown above, they remove iron before it can do damage. Not even the smallest piece escapes. Endorsed by the National Fire Protection Ass'n. 4000 Dings in use!

Get the free bulletin. It also tells how the Dings saves bolting cloth.

DINGS MAGNETIC SEPARATOR CO
 642 Smith Street, Milwaukee

Dings 'High Intensity' Magnetic Separators

ONE-SHAPE GRINDERS

IT PAYS TO GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of Shaft; thus More Capacity, Lighter Draft, Longer Life.

"Please to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." *E. W. Watt, Jacobburg, O.*

10 sizes; 2 to 25 H. P. Write for free catalogue. G. N. P. BOWSHER CO., SOUTH BEND, IND.

WHY-A-LEAK —STOP IT—

BAD ORDER CARS

cause the loss of many hard earned dollars to shippers of grain and seed.

MUCH OF THIS LOSS can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

KENNEDY SYSTEM of car liners prevents leakage in transit and are made for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

WILL YOU NOT give us an opportunity to submit full details of our system and the low cost for this protection? We are confident this would demonstrate to you the efficiency and money saving merits of our car liners.

THE KENNEDY CAR LINER & BAG COMPANY

SHELBYVILLE, IND.

Canadian Factory at Woodstock, Ontario

Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

H. S. COVER
 Box 404 South Bend, Ind.



A cyclone in the true sense of the word has force of air without any back draft.

The New "1905" Cyclone Dust Collector

By improved construction, three-fourths of the back draft is eliminated and better work is done on less power. Send for prices and particulars.

The Knickerbocker Co.
 Jackson, Mich.



DON'T EAT DUST

Gibbs' Patent Dust Protector affords perfect protection with perfect ventilation. Thoroughly tested for years in every kind of dust. Nickel-plated protector \$1.50. Canada \$1.75, postpaid. Circulars free.

GIBBS RESPIRATOR CO.
 246 Forest Ave., River Forest, Ill.

AGRICULTURAL GYPSUM

Tell your farmer friends about it! It increases crops. Carries insect poisons, preserves nitrogen in animal and poultry manure, etc. Write today for valuable book—free!

THE GYPSUM INDUSTRIES
 Dept. 94 844 Rush Street Chicago

10,000 SHIPPERS Are now using

TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent CLAIM LOSSES
 Write for samples and prices

INTERNATIONAL SEAL & LOCK CO.
 Chas. J. Webb, Vice President
 617 Railway Exchange Bldg., Chicago, Ill.



Grain Receiving LEDGER

A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

Each of its pages of linen ledger paper, size, 8 1/4 x 13 3/4 inches, is ruled for 42 wagon loads and numbered. Each page may be used for one or more accounts as desired. A marginal index is bound in front. Bound in cloth with leather back and corners.

Form 43—200 Pages, \$3.25
 Form 43XX—400 Pages, \$5.50

Grain Dealers Journal
 305 So. La Salle St., CHICAGO, ILL.

Grain Scale Book

Form 23 is an Indexed Journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10 1/2 x 15 1/2 inches, of Atlas linen ledger paper. A 28-page index in front. Extra heavy cloth covers with leather back. Price, \$4.50

GRAIN DEALERS JOURNAL

315 So. La Salle Street CHICAGO, ILL.

There is no better time to advertise than the present. Better start before your competitor. Write the JOURNAL today.



North Central Elevator, Canton, Maryland, a suburb of Baltimore. ARMCO-Ingot Iron, 24 gage, used for roofing and siding of conveyor gallery. Jas. Stewart & Co., Chicago, designers and builders.

Conveyor Gallery Covered with ARMCO-Ingot Iron

THE practical man knows that the sheet metal which lasts when exposed to salt air and coal smoke is a dependable sheet metal.

ARMCO-Ingot Iron has proved its lasting qualities by many years of actual exposure to all kinds of service. Its record begets confidence.

Builders of grain elevators are using much ARMCO-Ingot Iron because:



It resists corrosion

It is fireproof

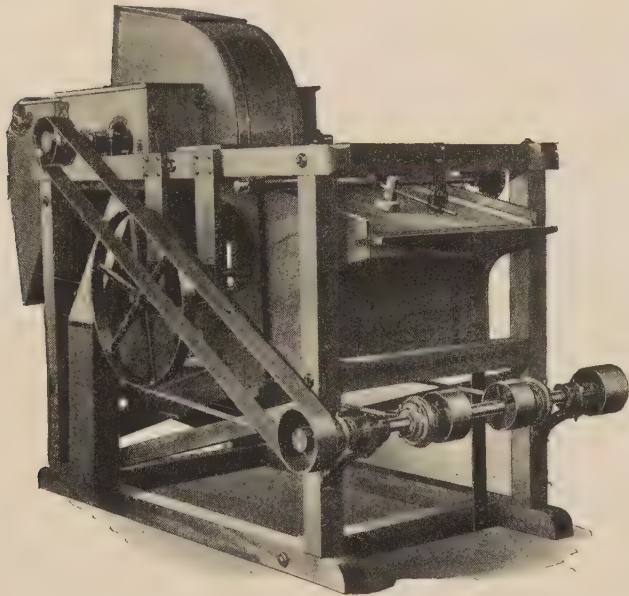
It is easily and quickly applied

*Send post card for interesting booklet:
"Economics in Building with Iron that Lasts"*

ARMCO
TRADE MARK
INGOT IRON

The American Rolling Mill Co., Middletown, Ohio

CRACKED CORN



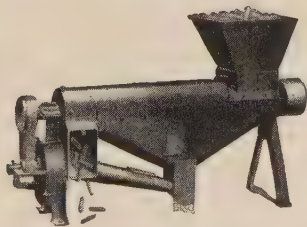
One of the smaller
"Eureka" Cracked Corn Graders
Fitted with Ball-Bearing Eccentrics

Why buy it outside and pay the freight, when you can make as nice or better goods, and a lot more money by producing your own?

Write for Catalog—(Postpaid)



S. HOWES CO., Inc.
Silver Creek, N. Y.



**IMPARTIAL
OPINION**

"The TRIUMPH Corn Sheller gives better satisfaction than any other sheller of equal capacity."

The Robinson Manufacturing Company, Muncy, Pa., has erected and equipped many mills in the New England and North Atlantic States. They always specify and supply TRIUMPH Corn Shellers wherever possible.

Their good opinion is based on many years of expert experience in the mill supply field.

*You should know more about
TRIUMPH Corn Shellers. Ask
us for the illustrated bulletin.*

THE C. O. BARTLETT & SNOW CO.
Main Office and Works: Cleveland, Ohio

Receiving and Shipping Set of Grain Books

Grain Scale Book Size of page, $10\frac{1}{2} \times 15\frac{3}{4}$ inches. This indexed receiving book is designed to meet the needs of dealers who want something better than the ordinary. Separate pages are given to each farmer and all are indexed so that their accounts may be instantly located. If so desired, it can be used as a grain journal, the two "L. F." columns providing for posting both debits and credits and entering the numbers of the ledger pages.

The book contains 252 numbered pages of high grade heavy linen ledger paper, each ruled for 41 wagon loads, thus having room for 10,332 loads, in addition to a 28-page index. Together with "Grain Shipping Ledger" it forms a complete set of books of high grade.

This book is bound in heavy red keratol back and corners with black cloth sides, and its name is stamped in gold leaf on the front cover. Order Form 23. Price, \$4.50. Weight, 6 lbs.

Grain Shipping Ledger. Size of page, $10\frac{1}{2} \times 15\frac{3}{4}$ inches. The Grain Shipping Ledger is the best shipping book money can buy, giving complete information regarding each shipment and the returns therefrom. Left hand pages show complete records of each shipment, while corresponding lines on right hand pages show details of the "Returns."

Each double page contains 100 double pages of heavy linen ledger paper and a 16-page index, thus affording ample space for a large number of accounts. Each page is ruled for 50 entries, giving a total capacity of 5,000 cars to the book.

This double page form, combined with "Grain Scale Book" makes an excellent set of books for country dealers who want high grade material and workmanship as well as practical convenience. It is cloth bound with black keratol back and corners. "Grain Shipping Ledger" is stamped in gold leaf on front cover. Order Form 24. Price \$4.00. Weight, 5 lbs.

Grain Dealers Journal

309 So. La Salle St.

Chicago, Ill.

BIRD SCALE

Quicker Weighing---Lower Price

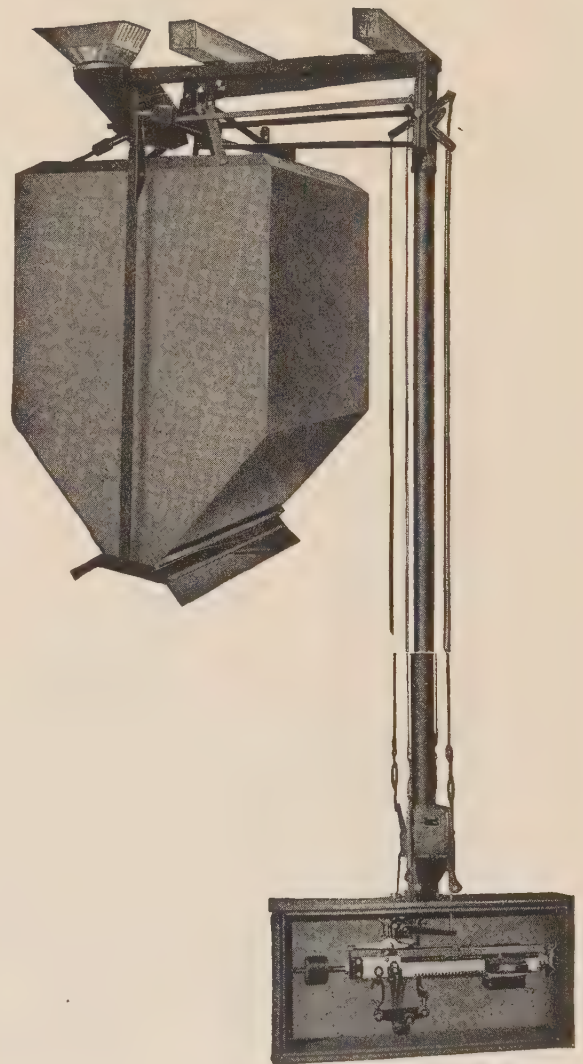
YOU can load a car in half an hour with the Bird Scale. It handles 50 bushels per draft—3,500 bushels per hour.

Located in the cupola—but **entirely operated from the work floor.** No weight changing, no trips to the cupola. A tally in plain sight tells when car is half or fully loaded.

Not a guess in a carload. Every draft and every dribble is weighed on a type-registering beam. Self-aligning—not affected by settling of the building. Complies with I. C. C. and state specifications.

Weights automatically printed in triplicate. Mistakes are impossible.

Costs less than half the price of other automatic scales of the same hourly capacity.



Write for full information.

Everything for Every Mill and Elevator

The Strong-Scott Mfg Co.

Minneapolis Minn.

Great Falls Mont.

In Canada: The Strong-Scott Mfg. Co. Ltd. Winnipeg



Proof Positive of Invincible Quality

Recent Contracts for INVINCIBLE MACHINES were placed by such internationally known concerns as:—

Pillsbury Flour Mills Co.
New Mill, Buffalo, N. Y.
98 Machines

Quaker Oats Company
New Mill, Peterboro, Ont.
20 Machines

Baltimore & Ohio Ry. Co.
New Elevator, Baltimore, Md.
10 Machines

The significant thing is not alone in the fact that these orders came to us, but that all three companies have been using INVINCIBLE MACHINES for years.

The highest degree of perfection in the finished product is never attained except by the employment of Machinery of First Quality.

Quality is Inherent in Invincibles

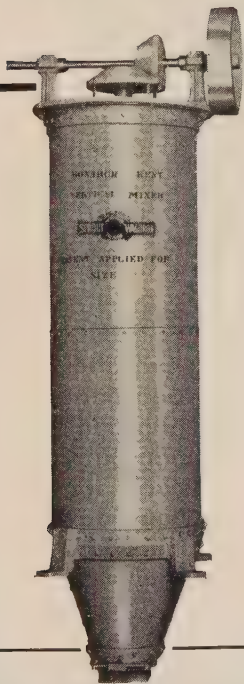
Invincible Grain Cleaner Company Silver Creek, N. Y.

Representatives in—

Minneapolis, Chicago, Kansas City, Indianapolis, Remont, Ohio; Bristol, Tenn.; Philadelphia, San Francisco, London, Eng.

Increase your profits

by making more demand for your product—



Turn out properly blended dairy feeds, scratch feed, chick feed, laying mash, and stock feed.

You can produce these feeds perfectly —and economically— with the MONARCH-KENT Vertical Batch Mixer. The results that operators are getting prove this mixer to be the most thorough on the market, and the quickest acting.

We have helped other operators and millers to meet the increasing demand for balanced rations, and supply them at a profit. Our experience can be turned to good account for you; write us for details.

SPROUT, WALDRON & CO., 1202 Sherman St., Muncy, Pa.

Chicago Office: 830, 9 South Clinton Street

Kansas City Office: 308 New England Building



THE MONARCH MILL BUILDERS

RATIN

**WILL EXTERMINATE ALL YOUR
RATS AND MICE
WRITE FOR FULL INFORMATION**

**SOLD BY
THE HENNINGS, HARVING CO. INC.
171 DUANE ST., NEW YORK, N. Y.
SEED TRADE REPORTING BUREAU
1018 S. Wabash Ave. CHICAGO, ILL.**

A CAR-MOVER WITH THE "PUSH"

Order one on 30 days' FREE

TRIAL. Freight both ways paid by us if you don't find it worth the price and then some.

Get it from your dealer

**The New Badger
ADVANCE
Car-Mover Co.
Appleton, Wis
Look for the word
"New Badger"—it
identifies our product**



The **Bauer** BALL BEARING
ATTRITION MILL



HERE IT IS!
THE NEW "BAUER"

A Profit Maker—Saves Time Money

Ball bearings throughout. Motors always in line. Easily converted at any time from belt to motor drive. Fitted with the famous "Bauer" Quick Release Springs. Non-Leakable Seal Rings.

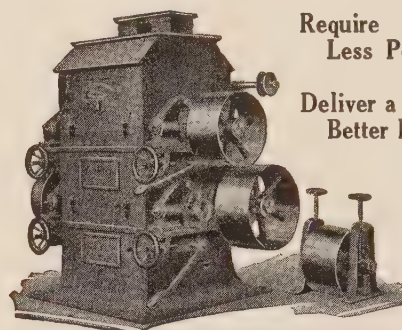
For Full Information Write to

THE BAUER BROS. CO.

506 BAUER BLDG.

SPRINGFIELD, OHIO

E H R S A M
One, Two and Three Pair High
Feed Mills



Require
Less Power

Deliver a
Better Product

Rolls cut especially for making
cracked corn chicken feed, cut
wheat. Also standard corruga-
tions for corn meal and feed.

Send for Bulletin No. 20

The J. B. Ehrsam & Sons Mfg. Co.
Enterprise, Kansas

A Sound Investment

mill or elevator—and shows a nice profit.

**UNIQUE BALL BEARING
ATTRITION MILL**

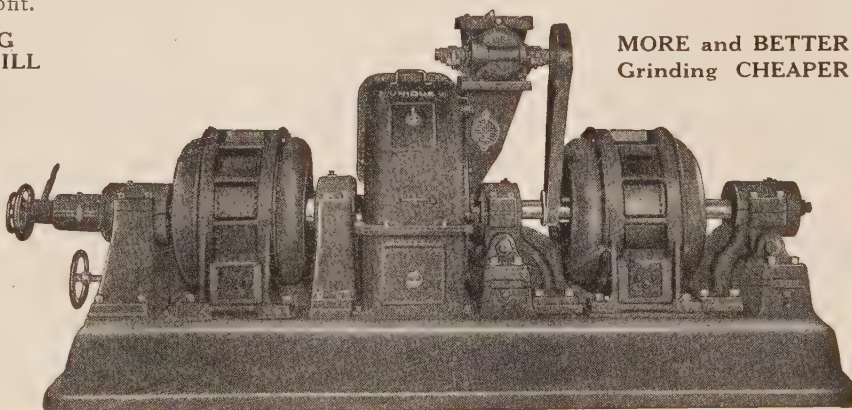
Install this most modern feed grinder and let your business flourish. A UNIQUE Mill will give you greater capacity—grind a better product—and keep operating expenses lower than any other feed grinder on the market. This is assured by exclusive patented features.

Ask for Catalog No. 12 which illustrates and describes the machine in full. No cost or obligation to you.

ROBINSON MFG. CO.

42 Robinson Bldg. MUNCY, PENNA.

Here is a machine that builds up a profitable feed grinding business which turns slack times into busy times—pays the overhead expenses of your



**MORE and BETTER
Grinding CHEAPER**



Armour Grain Co.
Chicago
Northrup-King Co.
Minneapolis
Quaker Oats Co., 5
Plants
B. & O. Elevator,
Baltimore
J. C. Hunt Grain Co.
Wichita Falls, Tex.
Santa Fe Elevators
Kansas City
Capitol Elevator,
Duluth

**To Fit
Your Conditions**

We are equipped to make complete new installations on modern plans, and guarantee the whole installation to produce results. We also remodel old systems, and make additions where present system has become inadequate. Defective systems corrected.

Cyclone Blow Pipe Co.

2542-52 W. 21st St.

Chicago, Ill.

Grain Fumigation Pays

We have developed it along
scientific lines. Write us
for information.

A. R. Young Material Co.

1710 Grand Avenue

Kansas City, Mo.

GRAIN ELEVATOR BUILDERS

We still build the Younglove Elevator with the reinforced concrete water-proof pit, any size or depth wanted.

We can give you the right dope on feed grinding and feed grinders and graders.

YOUNGLOVE CONSTRUCTION CO.
Sioux City, Iowa
30 Years of Practical Experience

*Through 25 years' experience in feed manufacturing
we are now supplying*

Yearly Feed Formula Service

Covering

Special formulas for every Feed for Animals, to Produce Rapid Growth and Increased Production.

INFORMATION regarding best machinery for handling, cleaning, separating, grinding, cracking, polishing, pulverizing, measuring, mixing, weighing, and drying the ingredients used in manufactured feeds.

Feed Plant Designing — Construction
Equipping and Operating
Plant Inspections
Engineering Consultations

S. T. Edwards & Co.
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GEO. A. SAATHOFF
CONTRACTOR and
ELEVATOR BUILDER
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Cable Address "Pilenco"
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Designing and Supervising Engineers
Grain Elevators—Flour Mills—Power Plants

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ELEVATORS
ERECTS CORN MILLS
FURNISHES WAREHOUSES
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GRAIN ELEVATORS and FLOUR MILLS
706 Mutual Bldg., Kansas City, Mo.

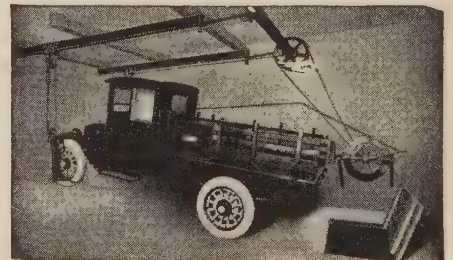
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GRAIN ELEVATORS
Corn Exchange, Minneapolis

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Engineers and Contractors of
GRAIN ELEVATORS
MILLS AND STORAGE TANKS

YOU

Can find no present more acceptable to the progressive grain dealer than a paid up subscription the Grain Dealers Journal.

Decatur Construction Co.
ENGINEERS AND BUILDERS
OF GRAIN ELEVATORS
760-762 Gushard Building
DECATUR ILLINOIS



GRAIN and COAL ELEVATORS
T. E. IBBERSON CO.
CONTRACTING ENGINEERS
MINNEAPOLIS, MINN.

McMillin Wagon and Truck Dump

With this dump the strength of driveway or scale floors is in no way molested.

This dump is designed so it will dump any length vehicle into the one dump door. The overhead mechanism is so constructed that it can be moved either forward or backward for this purpose, or maybe moved to accommodate one or more additional dump doors in the same driveway.

This dump can be installed in most any driveway.

Substantial and durable.

No delicate parts.

Can be operated either by hand or power.

Safety is never questioned.

Write for particulars

L. J. McMILLIN
525 Board of Trade Building
Indianapolis, Ind.

★ ★ — ★ ★
★ **The Star Engineering Company** ★ ★
Specialists in
Grain Elevator Construction
Our elevators stand every test,
Appearance, Strength, Durability
and Economy of Operation.
Estimates and information promptly furnished
★ ★ **Wichita, Kansas** ★ ★

L. J. McMILLIN
ENGINEER and CONTRACTOR of
GRAIN ELEVATORS
Any Size or Capacity
523 Board of Trade Bldg., Indianapolis, Ind.

If you have a good thing

Tell the Grain Dealers—
They'll do the rest—

Advertising is the quickest and best way—but it must be the right kind of advertising.

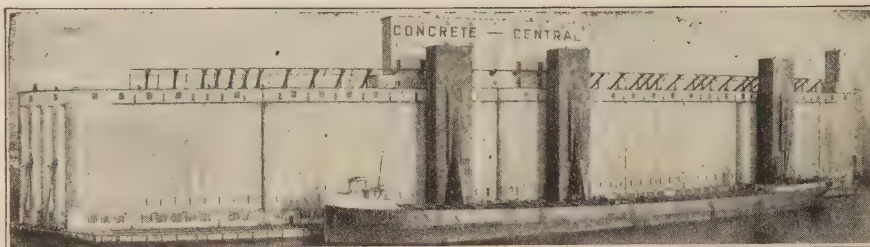
If you have spent your good money without satisfactory results, it's a case of wrong article or wrong advertising.

The easiest, most direct, most popular and most effective way to the grain dealer is The Grain Dealers Journal route.

Try it.

309 So. La Salle St. Chicago, Ill.

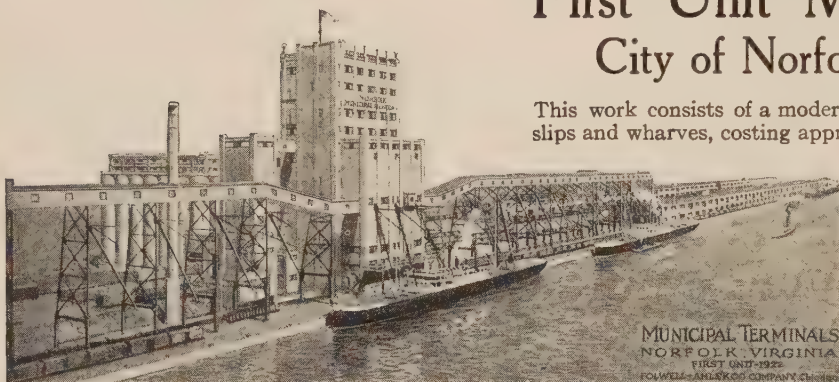
Operated by
The Eastern Grain,
Mill and Elevator
Corporation



Concrete-Central
Elevator, Buffalo, N. Y.
Capacity
4,500,000 Bushels

Designed and Built by
Monarch Engineering Company
Buffalo, N. Y.

First Unit Municipal Terminals, City of Norfolk, Virginia, U. S. A.



This work consists of a modern concrete grain elevator, piers, warehouses, slips and wharves, costing approximately \$5,000,000. It is being constructed in accordance with the plans and specifications and under the engineering supervision of

Folwell-Ahlskog Co.

Engineers and Constructors

Chicago, Illinois, U. S. A.

The Most Modern Elevator in the World



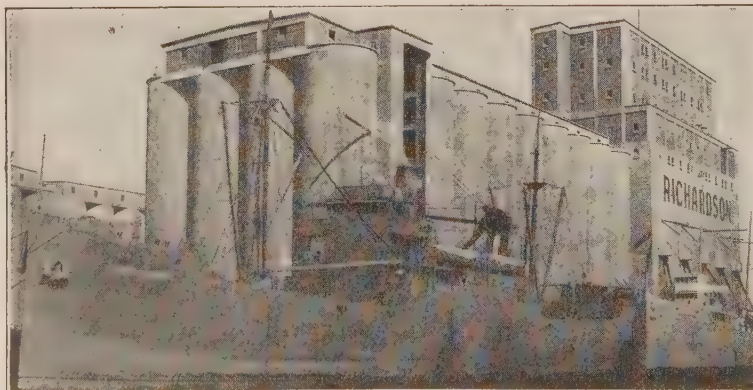
This is an aeroplane view of the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore, Maryland, capacity 5,000,000 bushels. This elevator is equipped with

Four Stewart Link-Belt Grain Car Unloaders

*Every day in every way we are designing and building better and better Grain Elevators.
We have built for many of your friends—Eventually we will build for you.
Why not now?*

James Stewart & Co., Inc.

Designers and Builders
GRAIN ELEVATORS
In All Parts of the World
Grain Elevator Dept., W. B. Sinks, Manager
1210 Fisher Building, Chicago, Ill.



One of a Group of Elevators

Built by us at Port Arthur. The group includes elevators for

The James Richardson & Sons, Limited.
The Saskatchewan Co-operative Elevator Co., Limited.
The Grain Growers' Grain Company, Limited.

**THE BARNETT-McQUEEN
COMPANY, LIMITED**

Designers and Builders of GRAIN ELEVATORS
Offices: Fort William Ont., Duluth, Minn. Minneapolis, Minn.

"A 1923 model that speaks for itself"

**Baltimore & Ohio R. R.
Baltimore**



John S. Metcalf Co.
Grain Elevator Engineers

108 S. La Salle Street
Chicago, Ill.

54 St. Francois Xavier
Street

Montreal, Que.

also at

Melbourne,
Australia

Buenos Aires,
Argentina

Vancouver, B. C.

London,
England

2,000,000 Bushel Elevator
3,000 bbl. Flour Mill
Office Building
Power Plant
Warehouses
and other
Buildings

Built by

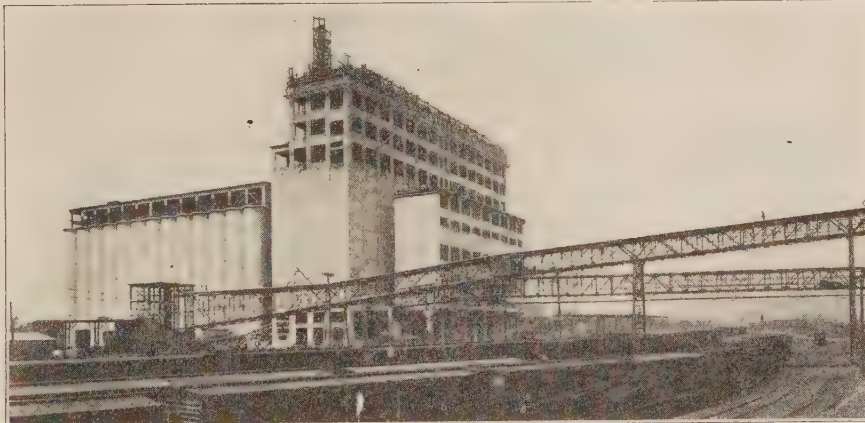
Fegles Construction Co., Ltd.

Minneapolis, Minn.

Ft. William, Ont.



State Owned Mill and Elevator, Grand Forks, N. D.



Terminal Grain Elevator

Capacity 3,800,000 Bushels

for

The Baltimore and Ohio R. R. Co.
Baltimore, Md.

Now under Construction

By

THE M. A. LONG CO.

Engineers and Constructors
Grain Elevator Department

Baltimore

Maryland

Record of Cars Shipped

This double page form is designed especially for country-shippers in keeping a complete record of each car of grain shipped from any station or to any firm, may be kept by themselves under the following column headings: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price Amount, Freight, Other Charges, Remarks.

The book is 9½x12 inches, and contains 160 pages of edger paper 29 lines to each page, and has spaces for recording the foregoing facts regarding 2320 carloads. It is well bound in strong boards with leather back and corners

Order Form 385. Price, \$3.00.

GRAIN DEALERS JOURNAL

309 S. La Salle Street, CHICAGO, ILL.



Patented

Folwell-Sinks Form Lifting

JACKS

For Grain Elevator and Silo
Construction

Manufactured and Sold by

NELSON MACHINE CO.

WAUKEGAN, ILL.

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

NORTHERN INDIANA—10,000 bu. capacity iron clad elevator for sale; nearly new, with feed house attached. L. B. 241, LaGrange, Ind.

KANSAS—7,000 bushel iron clad elevator for sale; going out of grain. Will sell for \$3,500. Address 52K17, Grain Dealers Journal, Chicago, Illinois.

OHIO elevator, coal and feed business for sale or lease; fine location. Good brick road and good shipping point. Address 52E15, Grain Dealers Journal, Chicago, Ill.

NORTHERN ILLINOIS—3 country grain elevators for sale with lumber yard attached. All in good repair. Address 51W2, Grain Dealers Journal, Chicago, Illinois.

NORTHWEST IOWA—Elevator for sale. Best business and plant in Northwest. Located in town of 4,000, everything favorable for making money. A real buy. Address 52M13, Grain Dealers Journal, Chicago, Ill.

CENTRAL ILLINOIS—A 16,000 bushel capacity elevator for sale; electric equipment, on private ground. Price right for quick sale. Possession immediately. Can make terms. Address 51W15, Grain Dealers Journal, Chicago, Ill.

KANSAS—2 dandy elevators 8,000 to 10,000 capacity; 1 located at Stafford, Kan., and 1 at Ray, Kan. Well equipped. Also scale house, lot and elevator site at Dighton, Kan. Write for price and full description. The Walnut Creek Milling Co., Great Bend, Kan.

THE HEART OF THE RIO GRANDE VALLEY.

A rare opportunity for a real elevator man; on account of death of owner, best located and only real elevator in valley, 25,000 bu. cap., iron clad, scientifically built, electrically equipped; ½ cash, no agents. H. W. Hopkins, San Juan, Texas.

A LINE OF ELEVATORS on the Un. Pac. and Mo. Pac. Rys. in northern and northeastern Kansas for sale. Capacity 10 to 40 thousand bushels; good equipment. Coal and other business in connection. We are not in the grain business and will dispose of them singly or in group at a fair price. Prefer outright sale, but will consider some trade. Full particulars upon request. Address C. D. Babb, 701 A-R Bldg., Kansas City, Mo.

MISSOURI—Elevator only \$500 cash, balance long time, price \$5,500, actually worth \$12,000. Located on Santa Fe, 80 miles of Kansas City, best of condition. Iron clad, cribbed, nearly new, capacity 16,000 bushels, positively no competition. Big wheat crop ready, entirely grain section, no live stock, principally corn, all side lines with elevator including live stock shipping. Reason for selling not a grain man. George R. Hough, 4300 Troost Ave., Kansas City, Missouri.

SOUTHERN OKLAHOMA—50 to 60 thousand bushel terminal elevator for sale; has run 3 seasons and is in perfect condition; has a handling capacity of 18 cars, both in and out per day; elevating capacity 5,000 bus. per hour; equipped with 2 elevators; man-lift; car puller; power shovel; 1,000 bu. separator; 600 bu. clipper; air wagon and truck dump; 500 bu. Howe Hopper scale, metal dust house; 25 and 50 H. P. G-E motors; 1,100 feet private track; double garage; office 28x28 hollow tile; Howe truck scale; located on half block land in fee; in town that will ship 400 cars wheat this season. Cheap for cash if taken at once. Address 52M11, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE.

OHIO—Two elevators and coal business for sale, good grain territory, good roads. Address 52F28, Grain Dealers Journal, Chicago, Illinois.

WISCONSIN—Up-to-date grain elevator and flour and feed house for sale at reasonable cost. Write Emil Hauterbrook, 1272 Walnut street, Green Bay, Wisconsin.

ILLINOIS elevator doing a good grain and coal business for sale; excellent location. For information address 52F24, Grain Dealers Journal, Chicago, Illinois.

NORTHERN IOWA elevator for sale, located in very good town with good territory for business. For terms and particulars address 52J8, Grain Dealers Journal, Chicago, Ill.

NORTHEAST KANSAS—7,000 bu. elytr. for sale; on S. F. Ry., \$6,000. May carry back a part with responsible party. Must quit grain account health. Address 52D7 Grain Dealers Journal, Chicago, Ill.

CENTRAL ILLINOIS—Elevators, warehouses and hay barn for sale. On four railroads, do a general hay, grain, flour, feed, coal, seeds and grinding business. Address 52J7, Grain Dealers Journal, Chicago, Ill.

NORTHWEST MISSOURI—One elevator in a one-elevator town; no competition. Good 10,000 bu. capacity house. Price, \$7,500; terms on half if desired. Address 52M19, Grain Dealers Journal, Chicago, Ill.

ILLINOIS—10,000 bu. elevator for sale; lumber yard; feed and coal sheds; 5 room residence and out buildings; 1 acre land on C. & N. W. Ry. ½ mile off Lincoln Highway. No trades considered. Address 52H7, Grain Dealers Journal, Chicago, Ill.

CENTRAL INDIANA—Elevator for sale in heart of Corn Belt, good volume, coal and feed side lines; splendid community, good school and churches. A money maker for the right man. Good reasons for selling. Address 52L14, Grain Dealers Journal, Chicago, Ill.

NORTH CENTRAL IOWA—45,000 bu. capacity elevator for sale; big territory and good live business town; placed for sale on account of sickness. Also new corn crib 8x88, concrete coal house 14x70. Must be sold by July 1st. Address 52L11, Grain Dealers Journal, Chicago, Illinois.

TO SETTLE the estate of the late D. R. Riser of Vaughnsville, Ohio, I will sell at private sale elevators located at Vaughnsville, Rimer and Rushmore, all on the A. C. & Y. Railway lines, each connecting with no competition between. For prices and terms address the Administrator, A. H. Good, Vaughnsville, Ohio.

IOWA—The Farmers Co-operative Exchange of Haverhill, Iowa, have dissolved and must sell the business, buildings and stock. Buildings consist of a modern 13,000-bu. elevator with 12,000-bu. warehouse, office, and coal, lumber and feed sheds. We will consider open or sealed bids on all or any part of buildings and contents. All bids to be filed on or before July 15th, 1924. We reserve the right to reject all bids. For further information address A. H. Stalzer, Sec'y, Haverhill, Iowa.

ELEVATORS FOR SALE

KANSAS—5 elevators west of Hutchinson, Kans., for sale; all in the good wheat belt. Address P. O. Box 502, Hutchinson, Kansas.

ILLINOIS—30,000 bu. grain elevator for sale, at Block, Ill., on C. & E. I. in good condition; will sell at a bargain. Address, A. G. Cole, Sidney, Illinois.

EASTERN NEBRASKA—18,000 bu. cribbed elevator for sale; on C. B. & Q.; town of 1,500; large territory. Address 52L4, Grain Dealers Journal, Chicago, Illinois.

NORTHWEST IOWA—30,000 bu. elevator for sale; good territory and good business. Flour, feed and salt in connection. Address 52H29, Grain Dealers Journal, Chicago, Ill.

WISCONSIN—45,000 bu. concrete elevator for sale; on 7 lots; 3 tracks on CM&St. P.; in best condition; opportunity to build up large feed business. Reasonable price. Paul J. Mueller, 1464 Byron St., Chicago, Ill.

ILLINOIS—Elevator at Wolf Lake, Ill.; fully equipped; located on railroad; good place for exchange mill, none here; Atlas Powder Company located here recently; town on the boom. Thos. Rexleben, Jonesboro, Illinois.

MINNESOTA—Grain elevator and feed mill for sale; doing good grinding business every day; only mill and feed dealer in town. Oth. business requires my time. Address Wm. Cummings, Hugo, Minn., for particulars.

CENTRAL MICHIGAN—Iron clad grain elevator and brick feed mill for sale, all equipped with up-to-date machinery and doing a good live business. Will sell home residence with business. Address 52F3, Grain Dealers Journal, Chicago, Illinois.

KANSAS Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

CENTRAL ILLINOIS—35,000 bus. elevator for sale, 22,000 bus. power ear corn crib; in the heart of the corn belt; 3 miles from city of 12,000, located on I. C. R. R.; new ten ton truck scale and office; 6 ton wagon scale in power ear corn crib; Hopper scale in elevator; new 25 H. P. Fairbanks-Morse Engine for elevator; 10 H. P. Fairbanks-Morse Engine in power corn crib; low drive to elevator and crib; 5 room dwelling house; station handles 175,000 bus. yearly. Everything A1 condition. Reason for selling have gotten in a new business which requires all my time. Will carry responsible party for part of purchase price. Price will be right if sold at once. Address 52L21, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE OR TRADE.

NORTHWEST OHIO—Elevator for sale or trade; excellent territory; no competition. Write for particulars. Address 52K9, Grain Dealers Journal, Chicago, Ill.

ELEVATORS WANTED.

WANTED—Elevator, must be in first class grain territory and priced low. Address O. W. Long, Mound City, Mo.

WILL EXCHANGE 510 acres good Montana land for elevator in Indiana, Illinois, Michigan or Iowa. Address 52M4, Grain Dealers Journal, Chicago, Illinois.

ELEVATOR BROKERS.

ALWAYS HAVE grain elevators for sale. J. M. Maguire, 6440 Minerva Ave., Chicago, Ill.

FOR SALE OR TRADE.

230 ACRES good Iowa land near town. Might consider two or three grain elevators in part payment. Box 173, Elma, Iowa.

BUSINESS OPPORTUNITIES.

CENTRAL IOWA grain business for sale, with side lines, located on CRI&P. Ry. Fine modern dwelling goes with it. All property in fine shape and business good. Best of reasons for selling. Dandy location for party wishing to run business himself. Address 52K12, Grain Dealers Journal, Chicago, Ill.

BUSINESS WANTED.

ILLINOIS—Have an excellent, all level grain farm of 240 acres will exchange for good grain and lumber business. Central states location preferred. Address 52L12, Grain Dealers Journal, Chicago, Ill.

MILLS FOR SALE.

BEST FLOUR MILL

opportunity available.

For sale or exchange at a genuine bargain. Located in Temple, central Texas, city of 15,000 people, on main lines of M. K. & T. and G. C. & S. F. Railroads, with branch line on Katy to Belton, and branch line on Santa Fe to west Texas and California. Transit privileges on both roads.

Brick mill building, three-stories, on stone basement, with brick warehouse adjoining. Frame warehouse; thoroughly equipped elevator; two steel tanks, each with approximate capacity 55,000 bushels; daily mill capacity 300 barrels flour, and 168,000 lbs. of meal. Plant properly managed and operated with produce one-half to one million dollars business annually.

Wonderful opportunity for party who understands the milling business and has the money and ability to operate it, not only as a milling industry, but as a profitable, wholesale and retail grain business.

Can be bought at a figure far less than its actual value.

The First National Bank,
Temple, Texas.

FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop. Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. **READ and USE THEM.**

SITUATION WANTED.

WANTED—Position as solicitor for commission firm or mgr. of good farmers elvtr. Write 52M23, Grain Dealers Journal, Chicago.

POSITION wanted with good company, 18 years' experience, married, age 45, handle side-lines, good reference. L. B. 262, Hooper, Nebr.

WANTED—Position as manager of a good country grain business, 20 years' experience; would purchase an interest if desired. Reference furnished. Address 52K7, Grain Dealers Journal, Chicago, Ill.

POSITION wanted with country elevator either farmer's or line company, where man and wife can both be employed. Prefer Kansas, Iowa or Nebraska. Address 52M15, Grain Dealers Journal, Chicago, Ill.

YOUNG MAN experienced in grain, lumber, feed milling and livestock wants position as manager of good country station; good mixer, married. Prefer Iowa. Address 52J37, Grain Dealers Journal, Chicago, Ill.

WANTED—Position by middle aged, married man with several years' experience managing branch elevator with side lines including lumber. Can handle the books. Address 52M22, Grain Dealers Journal, Chicago, Ill.

POSITION wanted by experienced grain man capable of handling any position in grain business. Young, married, speak English and German; make change any time. Good references. Geo. A. Miller, Bigelow, Minn.

WANTED—Position as manager of grain elevator in good territory by married man 35 years of age. 8 years experience buying grain, and good bookkeeper. Address 52L1, Grain Dealers Journal, Chicago, Ill.

EXPERIENCED grain man wants position with some good firm, can manage line of elevators or handle any part of the business; young, married, can make change soon. Address 52J36, Grain Dealers Journal, Chicago, Ill.

WANTED—Qualified grain and mill feed man open for position. Familiar with all grain and feed markets; personally acquainted with elevator trade in Wis., Ohio and Ind.; have specialized in buying and merchandising of grain and mill feeds last ten years. Address 52L15, Grain Dealers Journal, Chicago, Ill.

POSITION wanted as manager or agt. of a country elevator by an unmarried, able-bodied man, experienced in all grain and most side lines; a hustler; character A-1; no bad habits; can deliver the goods and furnish a bond OK. Long hours no objection; out of the line several years; satisfaction warranted. Address 52M14, Grain Dealers Journal, Chicago, Ill.

HELP WANTED WITH INVESTMENT

CENTRAL ILLINOIS—As our president and manager wishes to retire, have an opening for a capable business man who will take his interest of \$15,000 to \$25,000. Company manufactures, jobs, wholesales and retails flour, feeds and kindred articles. Excellent location. High class opening for an ambitious young man with sales ability. Address 52J12, Grain Dealers Journal, Chicago, Ill.

THE WANTED—FOR SALE DEPARTMENT of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit, and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

PARTNER WANTED.

CENTRAL INDIANA—Splendid opportunity for experienced country grain elevator man to buy third or fourth interest and manage a going elevator business. Big volume—good coal and feed business. Few Indiana points do the business that this plant does. A real proposition for an A1 man. Address 52L13, Grain Dealers Journal, Chicago, Ill.

CENTRAL ILLINOIS Grain firm operating two country elevators and track grain office desire partner who will invest \$10,000 and assume an active part in the management of the business. Excellent opportunity to connect with a well-established and growing business. Negotiations confidential. Address 52M20, Grain Dealers Journal, Chicago, Ill.

BAGS—BAGGING—BURLAP.

BURLAP BAGS OF EVERY KIND FOR SALE; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted! Second-hand bags, best prices paid.

WM. ROSS & CO., 409 N. Poria St., Chicago.

MISCELLANEOUS.

FOR SALE—Corrugated iron, any quantity, immediate shipment, new stock. Standard Mill Supply Co., Kansas City, Mo.

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed, made of very heavy manila for strength and durability and to withstand hard usage. Special folding method for closing envelope. Have a limited supply to sell at \$2.75 per hundred or in lots of 500, \$2.50 per hundred, f.o.b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.

DYNAMOS—MOTORS.

DYNAMOS AND MOTORS WANTED—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMOS-MOTORS" columns of the Grain Dealers Journal—the medium for power bargains.

Only One Way

to keep your business messages private and that is by using a grain code.

In selecting a code, you should avoid buying one so large you can't find what you want, or so small it don't cover the business.

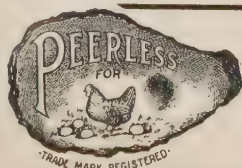
Universal Grain Code

Is just the code you need; a small book, 150 pages, containing 14,910 words covering your line of business and no two spelled near enough alike to cause an error. Three or four of these words will convey a long message that you would otherwise hesitate to send for fear of going into bankruptcy and no one would know their meaning without the code.

The price is only \$3.00.

Code words for the new U. S. wheat and corn grades are included.

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309 So. La Salle Street, Chicago, Ill.



PEERLESS OYSTER SHELL FOR POULTRY Peerless Oyster Co.
1507 Russell St., Baltimore, Md

Made from FRESH SHELLS Only

MACHINES FOR SALE.

FOR SALE—Two Gibbs Belt Bean Picking Machines at \$25.00 each. Bad Axe Grain Company, Bad Axe, Michigan.

FOR SALE—One 3 pair high 9x18 Allis Feed Mill in excellent condition. Price reasonable. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Missouri.

FOR SALE—One Double stand 24 inch Roller Mill, equipped with Le Page cut rolls for cracking corn. Also one pair of extra rolls, cut with saw-tooth corrugations. This mill is in good repair and will be sold cheap. Write directly to the National Feed Mills Company, Yellow Springs, Ohio.

FOR SALE—Noye Roller Mill, 3 high, 9"x24". Rebuilt, good as new. Will corrugate to suit buyer. Grand bargain at \$250. Triumph Corn Sheller; style B to hang below floor. Absolutely new. Price \$105. Robinson Round Reel, No. 2, with two conveyors. Clothed 8 and 12 for cracked corn. Good condition. \$45 is very low for this machine.

S. Howes Co., Inc., Eureka Works,
Silver Creek, N. Y.

REAL BARGAINS.

Prompt Attention. Quick Shipments.

When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

W. R. Leathers, Mgr.

9 S. Clinton St. Chicago, Ill.

FOR SALE—Feed rolls, 2 and 3 high, 9x24 and 9x18. Attrition Mills, 24" Monarch, motor driven, ball bearing; 1—18" Dreadnaught, ball bearing; 18" plain bearing Dreadnaughts. Gruendler Whirl Beaters No. 12, Jay-Bee Grinders, Bowsher Mills No. 7, 8 and 9, Bean cleaners and Pickers; Grain shoes; Feeders; Gaunt, Gardner and Hess; corn shellers; Blowers; dust collectors; Corn and Wheat cleaners; Corn dryers. Elevators all sizes; Iron elevator boots; Metal spouting. Roller and ball bearings. Engines; motors all sizes. One fourth bu. Richardson Automatic Scales, other scales. Special prices on leather belt; reels. Spiral steel conveyor; 1 Midget Marvel Mill; No. 3 and 4 Monitor Cleaners with brushes; Clutch Pulleys; Ball bearings put in your old hangers. Special price on bolting cloth. Rolls ground and corrugated, Pulleys. Everything for the grain elevator at a price that is right. A. D. Hughes Co., Wayland, Michigan.

MACHINES FOR SALE.

FOR SALE—One new Dual Marquis No. 50 Cleaner; a bargain. Machine is new, never been installed. F. Pettyjohn, Harrold, So. Dak.

NO. 333 EUREKA Horizontal Bean Washer, also No. 377 Eureka Horizontal Whizzer for sale. Both as good as new. Write for price. Bad Axe Grain Company, Bad Axe, Mich.

FOR SALE—One (1) Type "K" 2 cyl. 60 H.P. Anderson Oil Engine. Like new. Also 4 Double Stands Flour Rolls and 1 American Sifter. Address Hart Bros., Saginaw, Mich.

FOR SALE—3 steel elevator legs, complete. 14"x21", inside measurements. Also 1500' of 12" conveyor in metal box, excellent shape. Standard Mill Supply Co., Kansas City, Mo.

FOR SALE—Large feed mill grinder manufactured by Williams Patent Crusher Co. Their Size "C" Miller's special grinder complete, excellent condition, exceptionally low price. Mohawk Asbestos Slate Co., Inc., Utica, N. Y.

SHELLERS AND FEED GRINDERS.

10 Bowsher, Star, Diamond and Letz mills.
7 Williams and Gruendler, hammer-type mills.

5 Two and three pair high corn rolls.
3 Midget Marvel Self-Contained Flour Mills.
7 Corn shellers, cleaners and graders.

All above machinery practically as good as new. Will sell at attractive prices and terms. Address H. C. DAVIS, BOX 393, BONNER SPRINGS, KANSAS.

MACHINES WANTED.

WANTED—Union Special Sewing Machine for closing 100 lb. Bags. Also Richardson Automatic Scale. Hart Bros., Saginaw, Mich.

ENGINES FOR SALE.

FOR SALE—One 10 H.P. International Mogul oil engine in good running order. Write Hauenstine & Rueter, Okarche, Okla.

SCALES FOR SALE.

BIRD SHIPPING SCALE that has been used but slightly, in excellent condition, for sale, reasonable. Farmers Elevator Co., Arcadia, Ia.

FAIRBANKS AUTOMATIC Grain Elevator Shipping Scale 8 bu. per dump, 2,000 bu. per hour, latest type, brand new, never out of the crates. Richardson Scale Company, Minneapolis, Minn. or Omaha, Nebr.

FOR SALE—One 4 bu. Richardson and two Richardson 8 bu. automatic scales. All self compensating; fine condition. One 8 bu. Avery; one R. R. track scale. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

ENGINES WANTED.

WANTED—Used Gas, Gasoline or Oil Engines 20 to 60 H.P. Fairbanks-Morse, old type, horizontal, single cylinder preferred. Also other standard makes considered. Give particulars and price when replying. Address H. Schauwecker & Son, 1610 Latrobe St., Parkersburg, West Virginia.

SEEDS FOR SALE—WANTED

CAN OFFER attractive prices on red clover, alsike, alfalfa, crimson clover, hairy vetch, Wilson soy beans. Blamberg Bros., Inc., 107 Commerce St., Baltimore, Md.

Bargain Sale in Soiled and Shelf Worn Books.

Two Railroad Claim Books containing 100 sets of claim blanks for overcharge and index. \$1.50 each and postage. Order "Special 411-E."

One Railroad Claim Book containing 60 sets of loss of weight in transit; loss of quality due to delay and loss of value due to delay in furnishing cars and overcharge. \$1.50 and postage. Order "Special 411-5."

One Railroad Claim Book containing 100 sets for loss of weight in transit and index. \$1.50 and postage. Order "Special 411-A."

Clark's Double Indexed Car Register—One copy of a quick index to records of all cars handled \$1.75 and postage. Order "Soiled 42."

ONE MILLER'S "Weighing Grain in Car Lots without Hopper or Platform Scales" and other valuable information for the grain shipper. Worn from being used as sample. Price 75c and postage. Order "Miller Special."

ONE GRAIN SHIPPER AND THE LAW, a book of decisions of the State, Supreme and Federal Courts, covering shipper's contracts and his relations with the carrier. Soiled from being used as sample. Price \$1.00 and postage. Order Special Grain Shipper and the Law.

One Double Indexed Car Register, used to advantage by receivers and carlot shippers. Through its use any car may be found instantly. The double pages are ruled vertically so as to provide a column for each digit. This form contains space for 12,000 cars. Order "No. 40, Special," price \$1.25.

Gold Bricks of Speculation, a study of speculation and its counterfeits and an exposé of the methods of bucketshop and "Get-Rich-Quick" swindles. This book contains chapters on Bucketshops; Methods; and the Bucketshopper; The E. S. Dean swindle; History of the Franklin Syndicate; Advance Information Buros and Brokers; Advisory and Discretionary Brokers; Pools, Syndicates, Combinations, etc.; Floating the Stock of Corporations; Turf Swindles, or "Playing the Races" and Book-making by Proxy; Fake Trade Journals; The "Sucker" List; The "Fake" Mercantile Agency; "Fake" Banks and Bankers and How References Are Sold; The "Convenient" Stock Exchange; General Ignorance of Exchange Methods; Commercial Exchanges; Chicago's Growth as a Grain, Provision and Seed Market; "Futures"; Speculation; Speculation vs. Gambling; Produce and Cotton Exchanges in Their Own Defense; Market Quotations, their uses and abuses; The Duties of Exchanges; Press, Banks, and of the Government. We have four of these interesting books soiled from display, written by John Hill, Jr., of the Chicago Board of Trade, which we will send on receipt of \$1.00 each and postage to carry. (Weight four pounds.) Order "Gold Bricks of Speculation, special."

GRAIN DEALERS JOURNAL,
309 So. LaSalle St., Chicago Ill.

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GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

State.....

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192 N. Clark St. CHICAGO, ILL.
Good Sales—Prompt Returns

SEEDS FOR SALE—WANTED

Field and Grass Seed Trade Directory

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Mangelsdorf Seed Co., The, wholesale seeds

BALTIMORE, MD.

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BUFFALO, N. Y.

Stanford Seed Co., The, wholesale field seeds.

CHICAGO, ILL.

Barkemeyer Grain & Seed Co., field seed dealers.
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McCullough's Sons, The J. M., field and garden seeds.

COBURG, IOWA

McGreer Bros., whlse. seed corn our specialty.

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Bowman Bros. Seed Co., field seeds.

COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

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Crawfordsville Seed Co., seed merchants.

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North American Seed Co., wholesale grass & field seeds
Teweles Seed Co., L., seed merchant.

MINNEAPOLIS, MINN.

Dickinson Co., The Albert, seeds.
Minneapolis Seed Co., field seeds.

NEW YORK, N. Y.

Nungesser-Dickinson Seed Co., wholesale seed merchants

ST. LOUIS, MO.

Mangelsdorf & Bro., Ed. F., wholesale field seeds.

ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

TOLEDO, OHIO.

Crumbaugh-Kuehn Co., wholesale field seeds.
Hirsch, Henry, wholesale field seed.
Toledo Field Seed Co., The, clover, timothy.

LOUISVILLE SEED COMPANY

Incorporated
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Headquarters for
RED TOP AND ORCHARD GRASS
BUYERS AND SELLERS
OF ALL VARIETIES

OCTOBER CLOVER SEED

Circular just issued gives summary of
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Sent on request

Southworth & Co., TOLEDO OHIO
"Alive Since 1881"

BUYERS AND SELLERS

of Grain Elevators. You can make your wants
known quickly by advertising in the "Elevators
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FIELD AND GRASS SEEDS

The Stanford Seed Company
(INCORPORATED)

Wholesale Field Seeds
BUFFALO - N. Y.

L. Teweles Seed Co.
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Grass and Field Seeds

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Weekly Price List on Request.
Milwaukee, Wis.

The J. M. McCullough's Sons Co.
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ED. F. MANGELSDORF & BRO.
Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder
Seeds, Sudan Grass, Soy Beans, Cow Peas
First and Victor Streets St. Louis, Missouri



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FIELD SEEDS

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The Toledo Field Seed Co.

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Consignments solicited Send us your samples
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BUYERS AND SELLERS
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WHOLESALE GRASS & FIELD SEEDS
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"THE HOUSE OF QUALITY"

The Mangelsdorf Seed Co.
Sweet Clover, Alfalfa,
Soudan Grass, Millet, Rape.
ATCHISON KANSAS

BARKEMEYER
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SEEDS
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WANT ADS

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everyone connected with the grain trade. If you desire to
buy or rent, sell or lease an elevator or anything used by grain
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Reduce the Danger of "Dust" Explosions

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GRAIN DEALERS JOURNAL

309 South LaSalle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 15c.

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THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, JUNE 25, 1924

WHEN YOU start to ship the new crop bear in mind that well coopered, properly lined cars seldom leak in transit.

LATE SEEDING of spring wheat does not necessarily mean a small crop. In some years the late seeding has given a big yield.

WIND LAST WEEK did much damage to many country elevators in South Dakota. Yes, they had no cyclone insurance that day.

IF YOU are willing to play magician to your farmer patrons don't fail to read the interesting story of Agstone published elsewhere in this number.

WHEN YOU SEE a car leaking grain, send us the facts so we can publish them for the benefit of the shipper in our "Leaking in Transit" column.

IN CONTRACTING wheat for delivery August 15th or thereafter dealers should bear in mind that a number of the grades will be changed on that date.

FREIGHT RATES and shipping conditions are changing with such rapidity that it behooves every dealer to keep posted lest he loses a valuable advantage.

MANY CHANGES among the operators of country grain elevators gives us every assurance that a lot of valuable market information is being mailed to defunct firms.

COMPULSORY automobile insurance is but a step toward state insurance, and is highly objectionable as encouraging the insured to disregard all rules of safety first.

IF THE wheat pool of North Dakota could have a confidential sympathetic conference with the wheat pool of Kansas, a flood of hot tears and harsh words would surely result. The ears of the false promoters would surely burn.

CONGRESS' attempts to legislate credit into the wheat growers will be in vain. Credit is not material. It is moral, and is founded on character, which decides whether the borrower can be expected to discharge his obligations.

BUSINESS men generally are not taking the active part in the selection of law makers and governing officials which their own interests and the future of our nation demands. Our peanut politicians must be exchanged for real statesmen.

THE PROBLEMS of the country shipper as outlined by the president of the Ohio association in his annual address last week merits more than passing consideration by those shippers who are anxious to market grain with surer and more liberal profit.

THE SOOTHSAYERS and astrologers at the head of the College of Scientific Price Forecasting will be sorely grieved by the declaration of the resolution committee of the Ohio Grain Dealers Ass'n, but then they won't care so long as they can catch the usual crop of suckers.

THE SUPERIOR quality of Texas and Oklahoma wheat so far marketed is bringing much cheer to the hearts of growers and handlers. The average grain dealer generally rejoices fully as much in his ability to pay the farmer a premium for his grain as does the farmer to receive it.

BUYING an elevator on a line of railroad which is likely to be abandoned is quite sure to be a losing venture. The title to the ground occupied by the elevator may be clear and free from liens, but unless dependable transportation is obtainable the elevator is of little value to a live grain merchant.

THE NUMBER of grain elevator fires published in each number of the Journal should be sufficient to prompt every elevator owner and operator to exercise greater precaution. Surely at least one-half of the fires could be prevented if owners and operators would exercise greater vigilance in correcting known fire hazards.

LIGHTNING puts many grain dealers out of business each year without asking their consent or even giving them advance notice. The only safe way is to equip your elevator with standard lightning rods. The reduction granted in the fire insurance rate will soon pay for the rods and the rods will prevent your being put out of business even temporarily.

THE FEDERATED snow-birds employed by the state and federal governments do not seem to be receiving the sympathetic reception expected. Why should any government employ inexperienced men in any line to attempt to undermine the business of men trained by long experience and well equipped with modern facilities for the economic handling of any line of business?

MILWAUKEE'S adoption of the trade rules of the feed distributors ass'n places the Chamber of Commerce in line with the progressive business organizations that are working for uniformity.

MANY BUYERS of farmers' elevators continue to use the word "farmers" in their name under the new management because they are striving to serve the farmers with better marketing facilities.

GRAIN SHIPPERS who depend on automatic scales for their shipping weights owe it to their customers as well as themselves to bear in mind that their scales are not automatically adjusted to grain of different specific gravity; they are not automatically kept clean and in correct working condition. A little intelligent inspection and care each week will result in far more satisfactory service to all concerned.

THE COST-PLUS plan of contracting for your new elevator will not always prove satisfactory as is reflected in an item appearing in our Indiana news this number. No wonder the buyer objected to paying \$56,000 for what he was assured would not cost over \$20,000. However, lax methods of buying an elevator can always be depended upon to result in an unsatisfactory house as well as a distressing cost.

IN VIEW of the great distress said to be prevalent among the grain growers of the land it would seem farsighted for the government to refuse to finance any more irrigation projects which are designed or are likely to result in an increased acreage being sown to grain. The farmers of the world can not expect war time prices for any grain when the amount produced greatly exceeds the needs of the consumers.

FARM STORAGE of grain will not always prove satisfactory to all concerned. Some farmers in the neighborhood of Cooksville, Wis., are said to have stored their grain in large cement silos about 40 ft. in diameter. Some crops may be stored in such a large volume and come out in marketable condition, but oftentimes the large bins are sure to make trouble for the owner and for the grain merchant who attempts to market the stuff. Small, well ventilated bins are likely to work an improvement in the grain, while the large bins provide conditions favorable to deterioration.

AUDITING an accounting system occasionally no doubt is helpful to any business, but changing the entire system of accounts and thereby muddling the chief accountant and his records often proves far more expensive than going without an audit. One Illinois company which recently spent a small fortune for an audit was provided with a "new and complete set of books" which were almost as expensive as the audit and it became necessary to employ an accountant schooled in the use of the new set of books in order to keep the records clear. The theory of many of the new accounting systems is very attractive, but seldom does any of the so-called systems save either time, labor or money for the country grain merchant.

THE PROFITS of the county agent and farm bureau managers on supplies now being furnished to farmer patrons, are in many cases known to exceed the margins formerly obtained by regular dealers, but that does not seem to occur to the misguided buyers who have been set against dealers who have established facilities for serving them conveniently and they find it difficult to overcome their groundless prejudice.

CONGRESS HAVING discontinued its bombardment of business with antagonistic legislation, the prices of all grains immediately advanced, and wheat has continued to advance. If the radicals posing as farmers' friends at Washington would simply do less talking and devote more of their time to studying economic problems they might hasten to repeal a lot of discouraging legislation that now hurts the farmer more than any one else.

IF THE farmers who grow grain could obtain a clear understanding of the great injury done their interests by the radical bills introduced in Congress at the instance of the self-selected agitators they would refuse to contribute farther to their support. Many of the bills helped to drive the speculators out of the grain markets and their withdrawal invariably results in sagging prices. Laws to attract their return to the grain markets would be more helpful to the producers.

INSPECTIONS of hay will be made at any point in the entire state of New Jersey by an employe of the New Jersey Department of agriculture, who last spring took the course of training and was granted a federal license to inspect hay. In itself of minor importance this arrangement between the self-denominated "Hay Inspection Service" of the U. S. Dept. of Agriculture and the New Jersey Bureau of Markets is significant of a trend toward decentralization of marketing and an extension of officialdom.

THE PEOPLE of the land will soon have an opportunity to express their extreme displeasure with the radicals who have persisted in promoting wild legislation designed to wreck business and destroy transportation, and it is earnestly hoped that when these business baiters do return to Washington they will return with the conviction that the American people are alert and awake to the destructive influence of radical legislation. Nothing needs reforming half so much as the loud mouthed reformers.

PROMPT FORWARDING of documents is one of the businesslike practices that have earned a good reputation for the grain shippers that show such consideration for the grain receivers and buyers. Shippers to some interior eastern points especially are urged to send all drafts for collection direct to the bank at final destination instead of thru the roundabout banking channels, where a few days' delay in handling the papers is certain to cost the buyer the penalty of \$6.30 per car under Rule 16 of the carriers which has been effective since May 15. Any request that buyers may make regarding the forwarding of drafts and Bs/L should be carefully noted and followed on the first and subsequent shipments.

FARM RELIEF legislation never was intended to aid the wheat growers. The Minnesota senator lets the cat out of the bag when he says, "I have been fighting to secure some real farmer relief legislation. What we want is a government marketing corporation as contained in the Norris-Sinclair bill. This marketing system would stabilize prices on farm products. It would also put the grain speculator out of business." There we have it. Instead of boosting himself the envious small minded man is intent only on "putting some one else out of business."

THE TEXAS Grain Dealers Ass'n, having been incorporated, hopes to be in a better position to serve its members with more confidential business information than it has been able to do heretofore. While it might be practicable for the grain dealers association to serve its members in place of a credit bureau, still such work could be simplified by confining its membership to dealers who are entirely worthy of credit. Those who have been discredited by their shortsighted defaults on contracts are surely not eligible to membership in any organization of responsible dealers.

HERE IS a good one. A farsighted, clear thinking manager of the Indiana Farm Bureau Federation is actually offering to pay pool members storage on pooled wheat held on the farm at the same rate as storage would cost in a modern elevator. Now if the pool would advance 50 per cent on the wheat the minute it is put into the farm storage the growers would be satisfied for they will conclude they are getting something for nothing. Yes, of course the wheat owner eventually pays all the storage on his own grain until it is sold. The pool pays it with money taken from the price paid for the grain. Huh!

ELEVATOR OPERATORS who find themselves possessed of more than one elevator at a station generally feel that they are fortunate because if anything happens to one house the other can be used to continue the business until desirable facilities can be provided for handling its grain purchases. A South Dakota item in this number however, proves that the possession of two houses carries with it an extra risk as well as an extra protection. One South Dakota firm having two elevators at a station recently lost one by lightning and shortly thereafter the second house was wrecked by a tornado. If both were insured in a good company a modern up-to-date house will soon put the company back in business.

GRAIN RECEIVERS everywhere will be much interested in the co-operative plan of mailing bids adopted by five firms at Decatur, Ill. Each of the buyers prints his own bid and all are enclosed by a disinterested printer in one envelope and sent out under a 1c stamp, thereby effecting a saving of 80% in the monthly postage bill. Whenever any one of the five firms learns of a new shipper in the territory being worked, the name is added to the printer's mailing list and all of the letters are sent under the same cover to this newcomer. The plan has been in use over six months and seems to be satisfactory to the receivers and pleasing to the shippers.

RULES providing for the calling of margins on sales of cash grain that have fallen into disuse during the dull markets of the past two years might well be revived in view of the bullish conditions surrounding the wheat trade at present. Terminal market buyers who call for margins in good season will remove one inducement for the seller to ship his grain elsewhere after the market price has advanced.

BUSINESS MEN generally are convinced that governmental interference with their own business is detrimental to themselves and all they serve, but they protest only when they are handicapped by ridiculous regulations. When business and professional men generally come to recognize that all are suffering from the same variety of bureaucracy, they may see fit to make common warfare against the Washington loafers and secure the repeal of a thousand useless laws that are now increasing the cost of doing everything.

MARKETING POOLS have cost the producers of the west such enormous sums one would naturally expect Indiana farmers to be willing to profit by their experience and refuse to enter into such an impractical scheme for marketing their grain. The agitators who profit by leading the farmers into wild ventures do not care if the latest innovation is sure to fail. All they are after is some new scheme with which to hook a fresh batch of suckers. So long as the farmer foots the bill and pays them a good commission for the experiment, they will find it profitable to induce grain growers to try out new and ridiculous schemes.

Government Paralyzing Individual Initiative.

Readers of this Journal may have gathered from the vigorous denunciation of bureaucratic government by the president of the Grain Dealers National Ass'n and by the vice president of the Chicago Board of Trade whenever these representatives have addressed conventions, that the grain dealers are alone in condemning the present tendency toward destruction of individual enterprise by government regulation.

During the past week the president of the American Seed Trade Ass'n joined in sounding the alarm against this insidious invasion of the citizen's rights.

It may surprise the grain dealers to learn that the physicians and surgeons also are finding the government's paternalistic endeavors full of future menace. At the recent annual meeting of the American Medical Association in Chicago, perhaps the largest professional organization in the world, the retiring president, called the attention of the membership to the evils that are certain to follow this governmental intrusion into the private life of the citizen. His address, which is published in part elsewhere in this number of the Journal, is so keenly analytical it may well be said to be the best thought so far expressed on the evils of sovietism and the duty of the sane minority to preserve our form of representative government to the end that there may be the fullest equality of opportunity for all.

Broker's Liability for Buyer's Failure.

The Kansas City Court of Appeals on Apr. 7, 1924, reversed the decision of the Circuit Court in the suit by Jos. H. Murray and Geo. Patterson against the Gordon-Watts Grain Co., St. Joseph, Mo., for failure to collect the price of a car of grain from a bankrupt, the Great Western Grain Co.

Murray and Patterson were farmers and grain shippers doing business under the name Murray & Patterson. They shipped a car of wheat from Arnold, Kan., to St. Joseph with S/O B/L attached to draft, which was forwarded by the Arnold State Bank to the First National Bank of St. Joseph with instructions to notify Carter Grain & Hay Co. against whom the draft was drawn. A letter was written to the St. Joseph bank directing that in case Carter Grain & Hay Company refused payment of the draft to turn the B/L over to the defendant, a grain broker of St. Joseph, with instructions "to sell grain and deposit proceeds to credit of Murray & Patterson." Carter Grain & Hay Co. refused the consignment, and the bank turned over and delivered the B/L to the defendant, informing defendant that the bank had been instructed to turn the B/L over to it with directions to sell the grain and deposit the proceeds to the account of Murray & Patterson. These were all the instructions given to the defendant.

The car arrived in St. Joseph on Nov. 8 and defendant notified plaintiffs that it had sold the wheat on that day for \$1.78 per bushel, but did not disclose the name of the purchaser. The wheat was sold to the Great Western Grain Co., whose check the defendant took for the amount and deposited it in the bank in the usual course of business. The Great Western Grain Co. failed before its check in the sum of \$2,399.44 in payment of the wheat had been cashed. About the 15th of November defendant called up plaintiff Patterson and stated to him that the buyer of the wheat had failed; that the check that had been taken was no good. Patterson told defendant he was looking to it for the money. Just when plaintiffs learned that the check was taken for the wheat is not shown in the record; only the time when they learned that the check was no good appears. Nor is there any evidence as to when the check became no good—that is, as to the date of the failure of the Great Western Grain Co.—but this must have been shortly after the check was given. In about two hours after defendant first called Patterson, it called him again and told him to come to St. Joseph, which he did, arriving the next day. Upon his arrival he was advised by the defendant to file suit for the wheat, which he did, filing a replevin suit for the recovery of the wheat. There is no evidence as to whether that suit is still pending.

After the filing of the replevin suit, plaintiffs brought this suit against the defendant, alleging that the wheat was turned over to the defendant with instructions to sell the same for cash and that defendant did not sell the grain for cash and negligently failed to collect and receive the proceeds of the wheat and deposit same as a credit to plaintiffs in the First National Bank of St. Joseph as instructed.

The Court said: Plaintiffs rely upon section 3358, R. S. 1919, which provides that a commission merchant to whom any grain, etc., is consigned and who—

"* * * shall come in possession of a B/L or warehouse receipt for such property, for or on account of another person or other persons * * * if, having so disposed of any such B/L or warehouse receipt, shall fail to account for and pay over the proceeds thereof forthwith to his principal or the owner of such property * * * he shall be adjudged guilty of fraud. * * *

We fail to see how this statute can be material in this case. This suit, as we have stated, is a suit for violation of an express direction on the part of the agent, and is not bottomed on the statute, or, even if it were, there is no showing that defendant has failed to account for or to pay over the "proceeds" of the sale of the wheat. The proceeds in this case was the check. Neither did defendant fail to collect the proceeds of the B/L before parting with it.

It is insisted that "it was a week before defendant sought to collect for the car of wheat and before notifying plaintiffs as to the buyer or the facts of the sale" and "that defendant was grossly negligent in accepting the buyer's check and waiting as long as they did to collect for the grain."

No Negligence in Accepting Check.—The petition is not founded upon any such contentions as these, and, aside from this, there is no negligence shown in the acceptance of the check, and the evidence is that defendant immediately demanded the return of the wheat when it found that the buyer of the wheat had failed and the check was not paid. It is not necessary for us to pass upon the question as to whether it was incumbent upon defendant to immediately notify plaintiffs as to who was the buyer of the wheat at the time it was sold and before it became apparent that the wheat was not going to be paid for, for, as before stated, the pleadings are not broad enough to raise such an issue.

The judgment is reversed and the cause remanded.

The effect of the decision is to deny Murray & Patterson the new trial that the lower court granted them. It denies that a commission merchant is liable when he has followed the custom of the market. 260 S. W. Rep. 514.

PRODUCTION FORECASTS of cereal crops, except rye in Bulgaria, are above final estimates last year, according to the International Institute of Agriculture at Rome.

Claims for Straight Overcharges.

The Federal Transportation Act was amended, effective June 7, 1924, as follows:

"Section 16 (3).
"(c) For recovery of overcharges action at law shall be begun or complaint filed with the commission against carriers subject to this Act within three years from the time the cause of action accrues, and not after, except that if claim for the overcharge has been presented in writing to the carrier within the three-year period of limitation said period shall be extended to include six months from the time notice in writing is given by the carrier to the claimant of disallowance of the claim, or any part or parts thereof, specified in the notice.

"(e) The cause of action in respect of a shipment of property shall, for the purposes of this section, be deemed to accrue upon delivery or tender of delivery thereof by the carrier, and not after.

"(g) The term 'overcharges' as used in this section shall be deemed to mean charges for transportation services in excess of those applicable thereto under the tariffs lawfully on file with the commission.

"(h) The provisions of this paragraph (3) shall extend to and embrace cases in which the cause of action has heretofore accrued as well as cases in which the cause of action may hereafter accrue, except that actions at law begun or complaints filed with the commission against carriers subject to this Act for the recovery of overcharges where the cause of action accrued on or after March 1, 1920, shall not be deemed to be barred under subdivision (c) if such actions shall have been begun or complaints filed prior to enactment of this paragraph or within six months thereafter."

This law was enacted on account of the decision of the United States Supreme Court in the Wolf case to the effect that the word "damages" in the previous law (which provided that complaints for the recovery of damages shall be filed within two years), applied also to overcharges not in accordance with the published rates and rules.

J. S. Brown, manager of the Transportation Department of the Chicago Board of Trade calls attention to the retroactive features in subdivision (h), which provides that overcharge claims which accrued on or after March 1, 1920, and which were barred by the Supreme Court's decision in the Wolf case, may be filed with the Commission, or suit brought thereon, within six months from June 7, 1924.

Mr. Brown says: Where claims for straight overcharges are not paid by the carriers within three years from the time the cause of action accrues (from the time of delivery or tender of delivery of the property), such claims are barred by the above quoted statute of limitations unless complaint is filed with the Interstate Commerce Commission, or suit brought in court, within such three-year period for the recovery of the overcharge.

Policy Invalidated by Misdescription of Owner?

The Court of Civil Appeals of Texas on Apr. 3, 1924, reversed the decision of the lower court and granted the Superior Fire Ins. Co. a new trial of the suit brot against it by the C. S. Lee Grain & Elevator Co. to recover \$1,500 on a fire policy.

The policy was issued to "H. O. Wooten (C. S. Lee Grain & Elevator Co.) but the suit was brot under a petition stating that "plaintiff is a firm composed of C. S. Lee and H. O. Wooten." The court ruled that the variance was fatal, that Wooten not being a member of the firm, he could not be given judgment in a suit brot by the firm.

The building was burned Apr. 26, 1922, and Mr. Wooten testified he had not been a member of the firm since June, 1920. Mr. Lee had all the interest in the business, and Mr. Wooten's only connection was as landlord, renting the premises to Lee for a certain rent. Wooten owned the property.

The court said: "It is an elementary rule of pleading that the allegata and probata must correspond, and that a recovery cannot be had on a cause of action not alleged in the pleadings, however well it may be supported by proof."

A judgment in Wooten's favor individually has been rendered upon a petition declaring upon a right of action vested jointly in Wooten and Lee as partners and based upon evidence showing there was no such partnership, no joint right of action vested in Wooten and Lee as such, and without any pleading to show a right of action vested severally in Wooten.

In our opinion, the pleading was insufficient to support such a judgment, and, if the evidence is sufficient to support the same, it fatally varies from the right asserted in the petition. In addition to the cases cited see, also, Ry. v. Reed (Tex. Civ. App.) 189 S. W. 997; Roseborough v. Gorman, 6 Tex. 313; Tel. Co. v. Smith, 88 Tex. 9, 28 S. W. 931, 30 S. W. 549; Gammage v. Alexander, 14 Tex. 418.

Appellee asserts that the pleadings were sufficient by virtue of the allegation in the petition that, "at the date of the issuance of said policy, and ever since said date, plaintiff H. O. Wooten owned the title to the property covered by said policy, but plaintiff C. S. Lee was in possession and control thereof, all of which was known to defendants."

We cannot see that this at all alters the plain nature and import of the petition as declaring upon a policy issued to the alleged partnership vesting in the partners a joint right of action. Evidently the quoted portion was intended to show the insurable interest of Wooten as owner and Lee as tenant. Under certain circumstances a lessee has an insurable interest. 1 Cooley's Briefs on Ins. 173; 2 Joyce on Ins. (2d Ed.), Getchell v. Ins. Co., 109 Me. 274, 83 Atl. 801, 42 L. R. A. (N. S.), 135, and subjoined note, Ann. Cas. 1913E, 738.

For the reasons indicated the judgment in favor of Wooten must be reversed, which carries with it a reversal of the judgment over in favor of the insurance company against the members of the firm of Rhodes & Son.

Rhodes & Son were local agents for the insurance company, which claimed that on May 4, 1922, it had ordered Rhodes & Son to cancel the policy. Lee claimed he never got the notification. Under the terms of the policy it was not liable if cancellation was made more than five days prior to the fire. The lower court held that as the insurance company was liable it could recover the amount of the judgment from its agents.

Rhodes & Son did in fact obtain the policy back before the fire and on the new trial it will develop whether plaintiffs had been informed this was intended to be a cancellation. —261 S. W. Rep. 212.

GERMAN FARMERS who are unable to compete with prices of farm products of other countries are to be aided by legislation, according to reports from Berlin. Special import duties on farm products and an agrarian bank are included in the plans whereby farmers will be financed.

NORTH MANCHURIA is a splendid wheat country and a considerable quantity of wheat is grown, the best regions being around Harbin and along the right bank of the Sungar, according to the Foodstuff Division of the Department of Commerce. The advent of the Russians greatly stimulated the production of wheat.

Asked— Answered

[Readers who fall to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Brokerage Due on Cars Not Shipped.

Grain Dealers Journal: Is a broker entitled to his brokerage fee if it is the shipper's fault that he never shipped the cars, altho the party who purchased them stood ready to accept, even extending the contract beyond a reasonable time?—Fred L. Cressey, Boston, Mass.

Ans.: A broker has earned and is entitled to pay when he has performed the service for which he was hired. His work ends when the negotiations have been completed. The broker has nothing to do with the shipment.

The seller lays down to the broker the terms on which he will deal and the broker is entitled to his fee when he has found a buyer who will meet those identical terms. A seller can not defeat the broker's claim to his fee by snipping the grain elsewhere, in the absence of any showing of substantial reason for cancellation, such as a discovery that the buyer is not responsible.

History of Wheat.

Grain Dealers Journal: I wish to get information on the early history of wheat and statistics of present consumption and production.—C. E. Lewis, Lebanon, O.

Ans.: An interesting history of wheat is given in the book "The Story of a Grain of Wheat," by Wm. C. Edgar, published by D. Appleton & Co., New York. Other books are:

"Wheat Fields and Markets of the World," by Rollin E. Smith, the Modern Miller Co., Chicago.

"The Wheat Plant," by John Percival, E. P. Dutton & Co., New York.

"The Book of Wheat," by Peter T. Dondlinger, the Orange Judd Co., New York.

Most of the information on wheat is scattered thru trade journals and magazine articles such as "The Grain Buyers' Trust," by C. H. Matson, in the Review of Reviews, Vol. 25, page 201; "Wheat and Its Distribution," by Joseph Leiter, in the Cosmopolitan, Vol. 26, page 114, 1898; "Speculation in Wheat," by B. Peters Hutchinson in the North American Review, Vol. 153, page 414, 1891.

Statistics are given in the annual red book of Howard, Bartels & Co., Chicago; and in the Corn Trade Year Book of Geo. J. S. Broomhall, Liverpool and New York.

Collecting Freight Undercharge from Receiver?

Grain Dealers Journal: In September, 1921, a number of shipments of grain came to us from New Holland, O., on which the freight collected was at a 15½ cent rate.

There has now been presented to us by the carriers a claim for additional freight on these shipments adjusted to an 18-cent rate and a tariff reference quoted to support the 18-cent rate.

We are of the impression that there have been some decisions concerning claims of this kind now being made by the carriers covering the period when the railroads were under Government control and guarantee and that such decisions indicate that these claims for undercharge during that period cannot be collected since the Government has already settled with the railroads on the basis of the guarantee.

It is important that we know just where we stand with reference to this matter as the amount of these claims is several hundred dollars and we will appreciate an opinion in reference thereto.—Gwinn Bros. & Co., Huntington, W. Va.

Ans.: The railroad company can not force the notify party to pay the undercharge, for the reasons stated in Asked-Answered department, Apr. 25, page 492.

Liability for Leak Over Grain Door.

Grain Dealers Journal: I would like to receive your decision in your valuable paper as to where the responsibility for loss of flax in transit should rest in this case.

The car in question was loaded at a public terminal elevator in Port Arthur and consigned to a flax mill in Des Moines, Iowa. When the car arrived at destination the flax was stated to be leaking over the top of one of the grain doors. I understand that it is the practice of the elevators at Port Arthur to place the grain doors in the cars themselves. The one door in this case was noted as being boarded to the roof. The door on the opposite side was noted as being 67 inches high. The railway company contends that the elevator which loaded this flax should make good the loss in this case, seeing that they failed to protect the flax by making the grain doors of sufficient height to take care of the grain.

It seems to me that there is a certain amount of liability in cases of this kind on the railway company, for their agent should see that the car has been properly loaded for safe transportation before signing the shipping bill for same. However, I would like to have your decision at an early date.—D. D. Campbell, claim agent, Winnipeg, Man.

Ans.: The B/L approved by the Board of Railway Commissioners for Canada by Order No. 7562 contains the same provision as the United States Uniform B/L that "The carrier shall not be liable for loss * * * caused by the act or default of the shipper or owner," in the fine print on the back of the document.

The receipt on the face of the B/L "in apparent good order" means no more than it says, merely "apparent." Presumably the representative of the railroad company could be expected to look into the car over the top of the grain door to see whether it contained flaxseed or some other grain, in which case incidentally he would have discovered that the top board was not high enough, unless the flaxseed had been loaded higher towards the ends of the car so that the overloading was not "apparent" near the door. This offers the railroad company a very small loophole of escape if it can so testify.

Besides, the railroad company can take refuge in the provision on the face of the B/L against liability for fault of owner or shipper by alleging that the door was not built up high enough by the elevator workmen loading the car.

This question, whose was the fault for leaking of flaxseed over the top of the door, was passed upon by the Supreme Court of North Dakota in the case of Duncan v. Great Northern Ry Co., reported in 118 N. W. Rep. 826. The evidence in this case showed that "a quantity of flax was loaded by the plaintiff and his servants into a car furnished by the defendants for such purpose. That inside doors were furnished by defendant carrier and used and fastened with appliances provided for that purpose by defendant, in the usual manner, and that the loss complained of occurred while such flax was en route to Duluth, some or all of it by reason of a small inside door used for retaining the flax in the car, hung on hinges at the top, coming open. The defendant failed to show that the door opened by failure on the part of plaintiff to fasten it properly. It was closed by defendant's conductor at the station where the leak was discovered; but the inspector at Duluth reported a leak at the same place on the arrival of the car at destination." The court held, "The evidence fails to bring the defendant within the exceptions to the law holding it liable."

The court gave judgment against the railroad company for the value of 9388 pounds of flaxseed lost by leaking between Rolla, N. D., and Duluth. Judge Spalding said: "The devices for fastening the small doors were open to the inspection of the agent when he closed the outside doors and were where he could not avoid seeing them if he looked at all or even used ordinary care."

If, after the elevator company loaded the car at Port Arthur some inspector, or sampler, there or en route removed and neglected to replace the top board the elevator company is not liable.

The railroad company is liable if by ordinary care it could have seen that the flaxseed level was too far above the level of the top of the door. The owner is not required to show negligence on the part of the railroad company. All he is required to show is the loss of his goods. The burden is on the railroad company to develop such facts as it may to prove if possible that the elevator company failed to close the opening properly and such failure was not apparent by examination. As it will be practically impossible for the railroad company

to prove this, the railroad company must be held liable.

If it should get into court the owner could protect himself in the suit by making the railroad company and the public terminal elevator company joint defendants, and this would be fair as giving the railroad company immediate recourse against the elevator company if the evidence showed carelessness in loading.

Elevator Operator's Liability for Stored Grain?

Grain Dealers Journal: One of our policyholders suffered the loss of his elevator and the grain contained therein by fire and did not have sufficient insurance to cover the entire loss on his own grain. We made a satisfactory settlement with him.

Now he informs us that some of his farmer patrons who had grain stored with him and burned in the same fire threaten suit against him for the value of the grain, alleging he is liable, and asks what is liability under the circumstances. Can he be forced to make good the loss on stored grain under the laws of Illinois?

He did not charge for storage or insurance.—X. Ins. Co.

Ans.: A dealer in Illinois who takes in grain for free storage and makes no promise to insure and no charge for insurance comes under the classification of a bailee without hire; and the law imposes on him only the most ordinary care. He is under no obligation to keep the grain insured, nor to share his own insurance with the farmers.

In some of the northwestern States the warehouse laws provide for insurance and the dealer is expected to cover the risk and charge the farmer for it.

This does not prevent a farmer from insuring his grain in the dealer's elevator; and the stock and mutual fire insurance companies encourage the dealer to take sufficient insurance to cover stored grain also, and will not quibble in the settlement with his patrons as to whether he is legally liable, being satisfied as long as the rightful owner of the property gets the indemnity.

Millers Ass'n Sec'ys Organize.

Sec'ys of state and regional millers ass'ns met in St. Louis, June 11 at the call of Chas. B. Riley and organized the National Council of Millers Ass'n Sec'ys.

A com'te of three was appointed to work out the details of organization.

Those present were: Chas. B. Riley, Indianapolis, Ind.; J. L. Griggs, Sparta, Ill.; Frank Foltz, Oklahoma City, Okla.; Frank H. Tanner, Columbus, O.; E. W. Kidder, Carthage, Mo.; D. L. Boyer, St. Louis, Mo.; F. B. Drees, Lansing, Mich.; C. V. Topping, Kansas City, Mo.; J. B. McLemore, Nashville, Tenn.; and F. E. Eichler, St. Louis, Mo.

At the afternoon session a conference was held with the following representatives of the Millers National Federation: Chairman T. S. Blish, Sec'y A. P. Husband, Executive Com'temen Samuel H. Plant and W. L. Sparks.

WASHINGTON, D. C.—The senate, on June 4, rejected a proposal to lend Germany \$25,000,000 for the purchase of foodstuffs in this country.

Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

June 27. Indiana Grain Dealers Ass'n at Indianapolis, Ind.

July 1, 2, 3. National Hay Ass'n at Cedar Point, O.

Aug. 15. Michigan Hay & Grain Ass'n at Adrian, Mich.

Sept. 22-23-24. Grain Dealers National Ass'n at Cincinnati, O.

Your Expenses, Your Losses and the Federated Snowbirds

From an Address by H. F. Bowsher, C. P. A. Before Ohio Grain Dealers Ass'n

The modern grain elevator is the development of an economic service to the farmer and not the result of any direct efforts to strengthen the position of those engaged in the grain trade. The patronage came to the elevator with the facilities and finance to render real service because the farmer found that it paid him to deal here and for no other reason.

In discussing the problems of the elevator we must keep in mind its responsibility to the community. The control of business must always rest on financial responsibility. Many profitable businesses have been ruined by the construction of facilities in excess of the needs at that location. We have seen companies build thirty thousand dollar elevators to handle a sixty thousand bushel per year business, causing the interest on fixed investment alone to amount to three cents on every bushel handled.

Before an investment is made in equipment, the facts should be known as to the cost of upkeep. Interest will be 6% or 7%. Taxes will be 1% to 2½%, depending on how near to actual cost it is placed on the duplicate. Insurance will also run 1% to 2½%. Depreciation 3% to 10% per annum on new equipment, 10% per annum being the usual rate in machinery and 3% on well constructed frame elevators.

Even in concrete and similar construction designed to last indefinitely it does not appear conservative to apportion the cost over a period of more than 40 or 50 years, because we cannot forecast with any assurance what the next half century will bring forth in the grain trade, and an elevator, especially a concrete one, is not readily adapted to other uses. The same type of material would carry a much less rate of depreciation in a building that could be easily changed to meet new requirements.

If you should purchase at practically the original cost a building or piece of equipment whose useful life was half gone, it would be necessary to double the usual rates of depreciation.

By totaling our figures, we see that these four items of upkeep of your physical equipment amount to 11% to 22% of the cost. This is not the operating expense nor the total overhead but just the upkeep that you cannot possibly escape and which would accrue even if the plant were closed down entirely.

The labor in an elevator is largely indirect or overhead and this feature demands serious attention in purchasing or building a plant. What is the very least number of men you can keep open for business with and at the same time maintain an organization that could be expanded quickly to handle a record volume? We have seen an elevator built with so many labor-saving devices that to oversee them it required one more man than did the antiquated elevator that it superseded. It is remarkable how, with the proper fixed investment, a very small business can be carried on economically and profitably, but there can be no volume sufficiently large to make a success where the fundamental facts are ignored. There is a certain relation of the fixed assets to the volume of business handled and to exceed this is to defy the economic law.

The direct expenses in most grain elevators are rather negligible items as compared with the overhead expense, but these require a greater amount of constant attention, whereas the opportune time to guard against an excessive overhead is at the time of making the investment.

A direct expense that is not usually looked upon as such and is given but scant attention in figuring the margin for handling cost, but which is causing, almost without exception, every elevator an enormous waste of legitimate profits is loss on bad accounts. The strongest indictment against the efficiency of our elevator men is their weak credit policies. Handling credits is the least agreeable part of retail merchandising, but it does not appear possible or desirable to have the business placed on a strictly cash basis. The extent of this loss on accounts is almost entirely within your control and the cause of the greater part of the losses is the faulty conception of the province of credit extension.

The widespread idea is that it is a right belonging to the man who is able to pay his debts, and where that notion is prevalent there is a feeling that his financial stability or his honesty is questioned when he is requested to pay an account that may be months past due, but when it drags along for months and even years the use of his money is costing the merchant fully as much if not more than it can possibly be worth to the debtor. An elevator is not a bank and the charging of interest on accounts is not a solution in any sense, except wherein it assists in making prompter collections.

The classification of accounts according to age is quite generally used by the public accountant in making an estimate as to their value and the strength of your credit policy. This system of analysis has been recognized in our statute books and an Ohio corporation is forbidden to include accounts more than one year past due in determining the profits of the corporation. How many of your accounts are more than one year old and how much more is six months past due and if not collected should be excluded in determining the net worth of your business at the end of this calendar year? The man who does not take into consideration an ample provision for this loss is fooling himself to the same extent as the one who does not figure sufficient depreciation. The only person who morally deserves to receive a long time extension of credit is the one who is an extremely poor credit risk.

Your inventory loss. The shrinkage or shortage in merchandise that is disclosed by an inventory merits close watching. When small grain or seed is bought in the dirt we know that when it is run over the cleaner a loss of weight occurs and that a bushel of corn frequently fails to shell out a 56-pound bushel; and we know that provision for this shrinkage must be made in the margin on which these commodities are handled, yet we make a guess based on the crudest and most incomplete information.

There is no excuse for this lack of knowledge because it only requires an indication of which bin each load of grain goes into, with a notation as to the first load into an empty bin, and with a record of the bin or, if from more than one, the weight from each, when grain is loaded out. This simple procedure will make available facts that will mean many dollars to your business. Even if you are unfortunate in having flat bottom bins, it will pay you to scoop them out once every month or two in order to have this knowledge.

Many of you are carrying full coverage insurance policies and your weekly inventories contain these inaccuracies whereas they should be approximately correct to give you adequate and economical protection. Knowledge of the extent of natural shrink is useful in determining their cost, but with unnatural shrink the facts will assist in their elimination.

In auditing the accounts of a rather small implement business some time ago, a grain binder was missing, and only by having the salesmen list all their binder sales for the season was the purchase located and a charge put on the books. I do not claim that I was responsible for saving this company the price of a binder, but if this large piece of machinery could be put out and six months elapse without any record of the sale being on the company's books, are you certain that all of your charge sales are charged on your books?

When I insist on the importance of closer supervision to guard against these shortages I speak from my experience in analyzing the accounting records of elevators and tell you that this form of loss is prevalent and that in some of the elevators handling a large volume of retail merchandise, it is costing them, on an average, an amount in excess of \$1,000 per year.

The amount of discount that properly could be allowed to the farmer or group of farmers purchasing a carload of feed or other merchandise offering to pay cash and take it off the car is frequently discussed among elevator men. It is apparent at once that some concession can be made because there is a saving in direct expense. But if these sales do not bear their full portion of the overhead expense the remaining sales must carry more than their share. The public expects you to make a profit. Even the government has continuously recognized the right of business to be profitable. Your institution is a public service and is of actual and material benefit to every farmer in your community for, regardless of whether he patronizes it or not, the elevator is there to render this service.

Take a broader view of the value of the elevator's service. While there have always been a limited number of scoopers and farmer agents, the field has recently been entered by the federated snowbird, a nation wide organization establishing a county car door service man in every courthouse in the state.

These illegitimate dealers are leaches on the neighborhoods to which they attach themselves for they neither render the service demanded nor reduce the operating expense of the elevator that does, causing whatever these parasites cost the farmer to be a total economic loss. They have no scruples against the use of the public money in furthering their attacks on capitalized business and as taxpayers we should demand

that they be immediately and completely divorced from the extension department of the Ohio State University in order that our county agents may be removed from the stigma of being the tools of this bureaucracy.

The federated snowbird is the reincarnated spirit of the U. S. Grain Growers and they have pledged themselves to the same economically unsound principle of the wheat pool. The vicious part of their schemes to Sovietize the commercial side of agriculture is their determination to destroy all which is the result of nearly a century of economic development and substitute a wild theory that has failed wherever tried. The markets are open to them and were they acting in good faith in their idea of control of the surplus production to raise the price of grain, they could get such control before tomorrow evening and still leave standing the established means of distribution and collection which are rendering an economic service.

On the other hand, the co-operative elevator has very largely assumed the same burdens and is amenable to the same laws of sound business practice as is the independently-owned elevator. Their assumption of these responsibilities have justified their entry and existence in the field, and those that are succeeding are the ones that have accepted the proven economic facts as a foundation. They are sanely progressive, their eyes on a higher plane but their feet on solid ground, they form our greatest bulwark against bolshevism. If the directly controlled, financially responsible and service rendering co-operative elevators were removed, we would be face to face with this menace.

WASHINGTON, D. C.—The Spanish wheat crop for 1924 is forecasted at 136,318,000 bus. compared with 157,110,000 bus. harvested in 1923. The average production during the 10 years 1914-23 was 138,168,000 bus. and the pre-war average 1909-13, was 130,446,000 bus.

OFFICERS of the American Ass'n of Cereal Chemists for the ensuing year, elected June 12, at Minneapolis, are: Pres. M. J. Blish, Lincoln, Neb.; Vice-Pres. Leslie Olson, Minneapolis, Minn.; and Sec's Treas. R. J. Durham, Kansas City, Mo.

Convention of Dealers at St. Joseph.

In spite of a severe wind and rainstorm early in the morning, a goodly number of dealers from Kansas, Nebraska, Iowa and Missouri met at St. Joseph, Mo., on June 12, in response to the invitation of the St. Joseph Grain Exchange, the attendance being about 125.

Registration continued until 1:30 p. m. Then the visitors took a special train that carried them to visit the Marshall Hall Elevator, St. Joseph Public Elevator, Larabee Flour Mills, and Aunt Jemima Plant No. 1. An adequate supply of lemonade was supplied by A. Woodson, mgr. of Larabee's. Automobiles later conveyed the dealers to the Moila Temple Golf & Country Club.

D. L. Boyer, sec'y, Missouri Grain Dealers Ass'n, and E. J. Smiley, sec'y, Kansas Grain Dealers Ass'n, were in charge of the business meeting between 4:30 and 6:30 p. m.

The discussion dealt largely with legislative activities of the past Congress, and the need for clear analysis, on the part of the farmer, of proposed aid schemes of the job-seeking politicians.

The banquet began at 7 p. m., attended by about 200. M. C. Bruce, as choirmaster, led the singing of a number of special songs.

R. E. Hastings, pres., St. Joseph Grain Exchange, acting as toastmaster, called the meeting to order after the banquet.

E. D. Bigelow, veteran official of the Kansas City Board of Trade, advocated truth and understanding as a cure for the ills of the farmer.

Judge A. B. Duncan said the exercise of the right of franchise is a cure for our political evils. The farmer who owns his land is not the one crying for aid—land speculators, at \$250 an acre, are the chief ones in difficulty. The present attitude of the farmer can be largely blamed on agitators, according to the judge.

Considerable appreciation of E. D. Bigelow's attending the convention was shown. Mr. Bigelow is 85 years old, and his effort in coming merited a cordial reception.

A dance concluded the program.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

CANADA.

Winnipeg, Man., June 13.—The aggregate crop acreage with the percentage of increase and decrease over last year in the provinces of Manitoba, Saskatchewan, and Alberta, are given by the Northwest Grain Dealers Ass'n as wheat, 19,224,900, a decrease of 4.9%; oats, 9,705,600, an increase of .7%; barley, 2,023,000, an increase of 13.4%; rye, 537,800, a decrease of 24.3%; flax, 639,800, an increase of 26%.—E. G. Jones, mgr.

Ottawa, Ont., June 10.—Canadian wheat condition is 96% of the 10-year average, compared with 98% last year. The condition of winter wheat was 97% and spring wheat, 96%. Official estimates are not as yet available but private reports indicate acreage decreased by 25% in Manitoba, and 5% in Saskatchewan, indicating a total of about 1,400,000 acres. Under normal conditions this indicates a yield decreased by nearly 19,000,000 bus. The seed bed is reported to be in good condition in Manitoba, Saskatchewan and Alberta. Spring seeding was delayed in Eastern Canada and Manitoba but in Saskatchewan practically all of the wheat was up on May 20. Alberta crops are making good progress. Other Canadian crop conditions reported were oats and barley 94, rye 92, clover 96, and alfalfa 95.—Dominion Bureau of Statistics.

ILLINOIS.

Springfield, Ill., June 18.—Warmer weather was favorable for corn during the past week but planting and cultivation have been delayed by local showers in the extreme southern counties and other areas. In many parts corn is standing poor, and is quite weedy. Wheat is heading in the northern division and oats are heading short in the central and south. Cotton is still safe. Crops have suffered severe losses in several localities due to the destructive hail storms during the past two weeks.—C. J. Root, meteorologist.

Springfield, Ill., June 18.—Crop growth is backward in Illinois, but the prospects for small grains and grass crops shows some improvement. The past two weeks have been marked by cool weather and general rains during the first ten days of the month with a change to warmer and favorable to plant growth during the closing days of the period. Field work is behind schedule. Sunshine and seasonable temperatures are now needed to advance plant growth, retard the development of fungus diseases and permit early haying and much needed cultivation of corn. Weeds are getting quite a start. Chinch bugs and fly complaints are not numerous but wire worms and cut worms have caused more damage than usual. A further increase is reported in soy beans and cow peas acreage. Corn planting is completed or in the final stage with scattered exceptions largely confined to the South. Stands as a rule are mostly uneven and below average. Replanting has been the most extensive in years. Slate acreage increased somewhat over that of last season though previous intentions have been cut slightly by poor planting conditions. Winter wheat headed out generally with straw growth rather short. State crop outlook slightly better than for June 1, though thin stands continue much in evidence over the main wheat belt. Oats are heading short but the prospect is improving and is near average. Oats acreage about 6% larger than a year ago.—A. J. Surratt, agricultural statistician.

INDIANA.

Indianapolis, Ind., June 18.—Temperatures for the past 2 weeks averaged slightly above normal with the latter part quite warm. Precipitation was general and very heavy the first half of the period, but the latter part has been fairly free from it in most localities and farmers have had an opportunity to catch up, to some extent, with their planting and other delayed farm work. Corn planting is practically completed but some fields will have to be replanted in bottom lands. The stand in many places is ir-

regular and plants do not look as healthy as they should. Wheat is somewhat delayed, but is beginning to ripen in the southern section and harvesting will commence within the next ten days. Variable yields are looked for. Rye is headed out in all sections of the state and is ripening satisfactorily. Oats are backward, but with continued warm weather the top growth will improve. All hay crops are in good condition, except that white top is too plentiful in clover.—G. C. Bryant, agricultural statistician.

IOWA.

Wilton, Ia., June 9.—We had a soaking rain on June 7 which was needed to some extent but not nearly so badly as crop experts tried to tell the world. Corn is coming good, most of it being up in the rows. Some of it is being cultivated and the ground is well prepared. Oats show good prospects but hay will be light.—Wilton Elevator Co.

Chicago, Ill., June 18.—Iowa has benefited by a general rainfall and warmer weather during the past two weeks, causing the crops to make good progress. Winter wheat and rye are heading somewhat short but the condition is good. Oats are looking fine generally, tho the growth in southern sections is slow, due to the backward weather. The condition of corn is fair but considerable replanting has had to be done, due to unseasonable weather and worm damage. Pasture and hay lands are generally in good condition.—S. H. Johnson, vice-pres., C. R. I. & P. R. R.

KANSAS.

Wilmore, Kan., June 14.—Crop prospects are excellent here and with favorable weather continuing we can expect a fine quality of grain.—Bowersock Mills & Power Co.

Wichita, Kan., June 23.—Kansas has withstood the severe dry spell which was broken by local showers the last of the week. Northwest Kansas will show the lightest yield of any section, since that territory is very dry with thin stands and heavy abandonment. The probable yield there will not exceed 6 to 10 bushels to the acre.—Norris Grain Co.

Topeka, Kan., June 10.—The winter wheat crop slumped 20 points during May and the June 1 condition of 68% gives promise of only 113,211,000 bushels this year, or almost 21,000,000 bushels less than was offered on the basis of the May condition. Dry, cool weather during the first part of May, an army of chinch bugs in eastern Kansas and swarms of Hessian fly in most of the northern half of the state have all had a part in the deteriorating of the crop. Most of the western counties need more rain. Acreage has shifted away from wheat to an appreciable extent and there is a tendency to get back to a pre-war balance. Corn and oat acreages are both considerably larger than a year ago. Flax and legume acreages and red clover, sweet clover and alfalfa show decided increases. Corn acreage is estimated at 5,967,000 with condition at 70%, as compared with 79% on June 16 in 1923. About 74% of all the intended corn acreage had been planted by May 15, and 93% by June 1. Considerable replanting was necessary during the last half of May and is still in progress. The oat acreage has been increased about 15%. Present prospects indicate a yield of 34,512,000 bus., the condition being 69%. The acreage is estimated at 1,539,000. May cool weather was not injurious but it was generally so dry during a large portion of the month that chinch bugs became troublesome. The barley acreage will be slightly decreased, being estimated at 90% of last year, or 870,000 acres. Condition is estimated at 64% of normal, compared with 84% last June. Present indications are for 13,363,000 bus. More rain is needed in barley territory in certain sections of the northwest.—Kansas State Board of Agriculture, division of statistics.

MICHIGAN.

Lansing, Mich., June 10.—With one exception the month of May was the coldest on record. Wheat and rye are the only important crops in the state that are above the average condition, the season being fully 2 to 3 weeks later than usual. Winter wheat outlook is promising thruout the state, the condition being 90%, which represents a total production of 16,252,000 bus., or about 200,000 bus. less than 1923. A few reports of apparent rust and other conditions arising from the unusual weather have been received. The oats acreage is slightly less than normal. Wet weather delayed seeding and some fields were abandoned while others had to be reseeded because the first plantings rotted

in the ground. Acreage is estimated at 1,513,000, condition at 79%, and production at 44,225,000 bus. Barley has been considerably delayed by the cold weather. The present condition of 80% is 10% below normal. Seeding was later than usual and the harvest will likely be late. The wet weather prevented seeding in some sections, where the ground was devoted to other crops. The acreage is estimated at 144,000 and production at 3,110,000 bushels compared to 3,600,000 in 1923. The rye outlook is promising, the cool, moist weather having proved favorable. The present condition is 90%, which is 2% above the 10-year average. Acreage is estimated at 364,000 and the prospective production at 5,438,000, against 6,538,000 last year.—L. W. Watkins, commissioner of agriculture, and V. H. Church, U. S. agricultural statistician of the bureau of agricultural economics.

MINNESOTA.

Minneapolis, Minn., June 21.—The weather in the Northwest has been favorable to flax, but we need more sunshine for rapid growth. A large acreage of flax is on old ground from which large yields cannot be expected. Late moisture has encouraged weed growth.—Archer-Daniels-Midland Co.

Minneapolis, Minn., June 18.—Higher temperatures during the past week have been favorable for the growth of the Northwestern crops. A considerable amount of moisture has fallen. Some very severe local storms of wind and hail have caused heavy damage to farm buildings and crops. The wheat crop generally shows a very good condition, especially in Montana and the western half of North Dakota, where it has a fine root and a good stand. The southern half of Minnesota and South Dakota are not quite as good. The eastern half of North Dakota and northern Minnesota are spotted. Crops of barley and oats have shown improvement and at present are generally good. Rye has a thin, short stand with small heads. Reports show about a half crop. Where the fields are very poor they are being plowed up and sown to millet. Corn is about three weeks late and its development has been very slow, due to the unseasonably cold weather. In places it is very weedy and unless we have exceptionally favorable weather in the Northwest, the crop will be considerably smaller than last year. Flax shows a very heavy increase in acreage. In many districts it is more than double. A large percentage of this was seeded on old ground and the fields are now extremely uneven and weedy. This class of flax will probably show a light yield. Flax on new breaking is more even. Some flax is still being sown in the northern part of this territory.—Van Dusen-Harrington Co.

MISSOURI.

Jefferson City, Mo., June 12.—The 1924 winter wheat crop condition for Missouri is 68%, which promises a yield of 21,807,000 bus., compared with 37,882,000 bus. last year. The acreage is 2,069,000. Cold, dry weather during May prevented the best development. Heads are reported short and plants are thin on the ground. Hessian fly and chinch bugs are less numerous than in recent years. In the eastern third of the state the wheat condition is low. Oat acreage has been increased by 10% over last year. It is 1,518,000, with condition at 70% which indicates a total yield of 32,941,000 bus. against 34,500,000 in 1923. Dry May weather retarded the crop somewhat, but recent rains gave it a short start. The corn acreage of 6,562,000 is considerably larger than that of 1923. Planting of the crop was not entirely finished at the end of May, and much replanting will be necessary. Poor seed has resulted in some poor stands. Soybeans are being planted on a larger acreage and the seeding of cowpeas, kafir and Sudan grass is well under way. Coarse forage acreage will necessarily be increased over 1923 to meet the requirements of next winter.—Jewell Mayes, state board of agriculture.

MONTANA.

Laredo, Mont., June 7.—Crop conditions here are excellent. Over June 6 and 7 we had 30 hours of steady rain, which is a record for Montana. All crops have been planted.—Gallatin Valley Milling Co.

Laredo, Mont., June 20.—Crops are looking excellent here. They are somewhat late owing to the late spring and cold weather, but we have had 12 days of rain so far this month and they now have plenty of moisture.—Gallatin Valley Milling Co.

NEBRASKA.

Leigh, Neb., June 21.—The small grain looks good here, but corn is backward and weedy on account of a 10-day wet spell. Alfalfa is ready to cut.—M. C. Phillips, mgr., Farmers' Co-operative Mercantile Co.

Arcadia, Neb., June 16.—We have plenty of moisture here and the weather is warm, but corn is backward and the stand is not good. The wheat crop is very short on account of a small acreage being sown last year.—R. R. Clark.

Johnson, Neb., June 12.—Wheat will be short but is filling good and will be a fair crop if favorable conditions prevail hereafter. Oats are coming out fine but the acreage has been cut down quite a bit. Cold, dry weather has kept the corn back.—Johnson Grain Co.

Omaha, Neb., June 19.—The wheat crop is below normal in much of the large producing sections of Nebraska. With favorable conditions from now to harvest the state should raise 40,000,000 bushels. Unless deterioration sets in as a result of hot weather, or excessive rains come at harvest, the crop should be of very even quality.—A. Logan, Jr.

OHIO.

Marion, O., June 19.—Of the contemplated corn acreage 40% will be planted to soy beans.—J. J. Curi.

Urbana, O., June 19.—Wheat looks fine and oats are in good shape. Corn acreage is about average but the prospects are for a small yield.—Blose Bros.

Bluffton, O., June 19.—Wheat looks fine. Oat acreage is about the same as last year and the crop looks good. Corn is a month late with only 50% planted.—Bluffton Milling Co.

OKLAHOMA.

Oklahoma City, Okla., June 14.—Crop conditions around here are rather spotted—good in spots and poor in other spots.—Western Grain Co.

Wichita, Kan., June 23.—In Oklahoma the cutting of wheat is general and the yield, according to present reports, is slightly better than previous estimates. A few samples of the grain have been tested and show generally a very heavy test and low protein content, but most of these samples come from mixed wheat territory where high protein wheat is not raised. The hot, forcing weather of the past week has improved the quality of the grain considerably. Our estimate on the total Oklahoma crop is between 45,000,000 and 50,000,000 bushels.—Norris Grain Co.

Chicago, Ill., June 18.—Oklahoma has been blessed with warm, sunny weather for several days past. Crop and soil conditions are generally good. Winter wheat is ripening fast, and the estimated production is for 43,930,000 bus., compared with 36,300,000 a year ago. The condition is 82% compared with the 10-year average of 77%. The 8% deterioration since May 1 is largely due to insect damage and excessive moisture in the north central part of the state. Rye's condition is 87% with a forecast production of 451,459 bushels, compared with last year's harvest of 444,000 bushels. Oats are reported at 83% of normal. Corn is standing good. Rather poor progress is being made by cotton due to the unseasonable weather, and the bulk of the crop is small. The second crop of alfalfa is making fine growth.—S. H. Johnson, vice-pres., C. R. I. & P. R. R.

Oklahoma City, Okla., June 10.—Oklahoma's prospects for a good wheat crop are favorable, the average condition on winter wheat being 82%, compared with 91% on May 1, and 73% on June 1, 1923. A yield of nearly 43,930,000 bus. is indicated on the 3,307,000 acres now remaining for harvest. No insect or disease damage has been reported. Generally the weather has been favorable with sufficient moisture. Cool weather will prevent early harvesting of the crop but the quality of the grain should prove good. The estimated oat area for harvest is 1,380,000 acres. A larger acreage was expected but failed to materialize due to the cool, wet weather at sowing time. Condition of oats is 78%. A yield of 34,983,000 bus. is indicated. Oat weather has been unfavorable and chinch bugs have been active. Barley acreage is estimated at 148,000 acres; condition 84%, indicating a production of 3,145,000 bus. Rye acreage is the same as last year—37,000 acres. Condition is estimated at 93% which promises a total yield of 537,000 bus.—C. H. Robinson, agricultural statistician.

Oklahoma City, Okla., June 2.—The condition of the winter wheat crop is reported at 84% of normal which predicts a yield of 45,766,000 bus., provided acreage weather conditions prevail hereafter. On May 1 the condition of the crop was reported at 90%. The 6 point deterioration is largely due to insect damage in the north central districts. Hessian fly and some green bugs have been doing the injury. Cool, wet weather also had its effect when abundant sunshine was necessary to bring the crop to maturity. The condition of rye continues to be higher than that of wheat, being 87% in the latter part of May. This promises to produce 451,459 bus., compared with last year's production of 414,000 bus. The barley acreage is 8% above last year's, being estimated at 139,000 acres, with condition at 89%. This forecasts a probable yield of 3,461,000 bus. Oat acreage is 2% higher than last year, being 1,224,000. The condition is 83%, which forecasts a production of about 32,301,000 bus. Alfalfa is in better condition than other hays, standing at 93%. Excellent yields of good quality were reported on first cuttings. Cotton is backward. That part of the crop which is up is reported in fair condition but replanting has been necessary in practically all districts. Some fields have had to be replanted as high as 3 times which has resulted in a shortage of seed, making buying activities unusually high.—C. D. Carter, state statistician.

SOUTH DAKOTA.

Crandon, S. D., June 14.—The new crop outlook is very good. Sufficient rain has fallen for all grain. Corn is a little backward but the stand is good.—G. G. Stahl.

Watertown, S. D., June 8.—South Dakota had excellent rains during the past week. Grain looks fine. Cold weather has caused corn to be backward and uncertain. Some corn is being replanted.—X.

WISCONSIN.

Crivitz, Wis., June 13.—All grains are behind in growth. Corn is only 2 or 3 inches high; rye and wheat have attained about 12 inches. The season is very late and yields will doubtless be low.—L. E. Ness.

Madison, Wis., June 13.—Cold weather has given the 1924 crop season somewhat of a handicap but warm weather during the summer may offset the late start. Western Wisconsin needs rain. Hay prospects are bright, the condition being 86% of normal compared with 78% last year. The condition of oats is 85% of normal, which is 7 points below the average June 1 condition. Most of the pastures are short due to the untoward weather. Corn planting has been delayed. In early planted corn some replanting is being done. Rye and winter wheat are in better condition than any of the other small grains. The condition of rye is 90%. Alfalfa acreage has materially increased, being 217,000 acres. This is a 40% increase over last year, due to the promotion of alfalfa for hay by several agencies.—Wisconsin Department of Agriculture.

TEXAS.

Kings Mill, Tex., June 15.—Present prospects are for good crops around here.—X.

Swiss Wheat Monopoly Will Be Abolished.

THE FEDERAL COUNCIL in Switzerland will soon promulgate a decree said to be in accordance with conclusions formulated by the department of public economy. The importation monopoly will be abolished and the Confederation will try retaining a reserve of wheat within the country, taking steps also to encourage native production by a grant of premiums, according to a report received by the Department of Commerce.

Corn Germination 43%.

TOLEDO, O.—Corn is very late and has gone into the ground under very poor conditions. Car of natural No. 1 yellow corn in this market tested for germination, showed only 43%. Farmers will be inclined to hold corn until new crop prospects improve. It would not surprise us to see \$1 cash corn this season.—C. A. King & Co.

Mid-Month Crop Report.

Washington, D. C., June 19.—While cold weather has continued in more northern States of the Atlantic coast since June 1 and in the States of the Pacific northwest for most of the period and heavy rains have fallen in a number of areas, yet on the whole the weather conditions have become much more favorable for farm work and plant growth in most of the country and good progress has quite generally been made.

Planting for corn is practically finished and planting has made excellent progress tho considerable remains to be done in some areas. The crop is still quite backward and growth and cultivation is behindhand. Much replanting has been done in many areas. Stands are poor in much of the heart of the belt but good in most other sections. With warmer weather the crop is now coming forward rapidly.

Winter wheat has made general improvement of late. Harvesting is starting in southern areas and ripening is fast progressing toward the north.

In the northwestern States spring wheat has improved. While the top growth is somewhat short it has stood well and stands are generally good.

Oats are showing considerable improvement of late. Stands are good but growth has been slow until recently. They are heading short in many States. Barley is making good progress.

Flax seeding is nearing the end. The acreage has apparently been increased and the crop is making a good start.

Meadows, pastures and ranges have generally improved and the hay crops are promising as a rule tho clover and alfalfa have suffered in many areas from winter killing.

Cotton is still backward but is generally improving. The plant has made slow growth, cultivation is behindhand and many fields are grassy. The weather is now generally favorable and growth of plant and the cultivation of the fields are fast speeding up. The boll weevil is reported as less numerous than last year with no great damage thus far.—C. E. Gage, acting in charge, division of crop and livestock estimates.

Program, National Hay Ass'n.

For the 31st annual convention of the National Hay Ass'n at Cedar Point, O., with headquarters at the Breakers Hotel, the following program has been prepared:

Tuesday, July 1, 10 a. m.

Invocation—Rev. W. F. Murphy, Sandusky, O.
Welcome—G. R. Lewis, Columbus, O.
Response—Geo. F. Brown, Charleston, W. Va.
Memorial—H. E. Niemeyer, chairman, Cincinnati.
President's Report—D. S. Mullaly, St. Louis, Mo.
Report of Secretary-Treasurer—J. Vining Taylor.
Address—"More Good Hay and Less Hay-Seed," A. P. Sandles, Secretary, National Ag-stone Ass'n.
Legislation Committee—E. Wilkinson, Chairman, Birmingham.

July 2nd, 9:30 A. M.

Report of Committees on Arbitration.
Address—"Horse Sense," W. E. Murphy, Philadelphia.
Report of State Vice-Presidents—Chairman C. R. Aldrich, Spencer, O.
Address—"Uniformity of Weights and Measures," Albert H. Vestal, Congressman, Eighth Congressional District, Anderson, Ind.
Com'te on Trade Questions—F. M. Williams, Chairman, New York City.
Com'te on Code of Ethics—W. I. Biles, Chairman, Saginaw, Mich.
Committee on Statistics—L. G. Gilliland, Chairman, Van Wert, O.

Wednesday Afternoon Session.

Address—M. J. Gormley, Chairman, American Railway Association, Car Service Division.
Com'te on Transportation—J. C. Suttie, Chairman, Omaha.
Report of Traffic Manager—D. J. Sims, Auburn, N. Y.
"Troubles," J. F. Utley, Capac, Mich.
Grades Com'te—F. L. Young, Chairman, Lansing, Mich.
"Federal Grades," led by W. A. Wheeler, U. S. Dept. of Agriculture, Bureau of Agricultural Economics.
Report of Nominating Committee.

July 3rd, 9:30 A. M.

Committee on Board of Directors' Report.
Com'te on Resolutions.
Trade Rules Committee.

Entertainment.

July 1st, 2:30 P. M.—Reception and card parties for the ladies in Music Room, Hotel Breakers.

July 2nd, 6:00 P. M.—Banquet. "Reforming the Reformer," Judge Roland W. Baggett, Court of Domestic Relations, Dayton, O.

8:30 P. M. (or directly after the close of the banquet)—Dancing in the big dance hall for delegates and wives and friends.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Lindsay, Tex., 6-16-24.—Grain will start moving within 10 days.—Farm Labor Union.

Urbana, O., June 19.—Grain is about cleaned out at this station. Corn is scarce.—Blase Bros.

Johnson, Neb., June 12.—Old wheat is well moved out and little of it is left in the country.—Johnson Grain Co.

Oklahoma City, Okla., June 14.—We expect to ship several cars of new wheat, barley and oats this month.—Western Grain Co.

Oklahoma City, Okla.—The first car of new grain in Oklahoma was moved by the Western Grain Co. on June 10. It was bright, sound, No. 3 barley, shipped from near the Texas line.

Arcadia, Neb., June 16.—Quite a little of the old corn is being held back from the market. Feeders are having trouble in getting sufficient of the grain to finish their stock.—R. R. Clark.

Van Alstyne, Tex., June 21.—We received the first new wheat of this season's crop on the 18th inst. It graded No. 1 red mixed, testing 62 pounds, and averaging 28 bushels to the acre.—Taylor Grain Co.

San Francisco, Cal.—Grain and feed receipts during May in tons were, wheat, 10,813; barley, 15,691; oats, 567; corn, 1,760; bran, 599; and hay 2,329, compared with May, 1923, receipts, wheat, 3,623; barley 11,063; oats, 302; corn, 2,009; bran, 287; and hay, 4,137.—J. J. Sullivan, chief inspector.

Winnipeg, Man., June 13.—Wheat in store at country points in Manitoba, Saskatchewan, and Alberta was 21,000,000 bus. on June 10. Wheat in the farmers hands but not yet marketed was 11,000,000 bus. on June 10 in the Provinces of Manitoba, Saskatchewan, and Alberta.—E. G. Jones, mgr. Northwest Grain Dealers Ass'n.

Fort Worth, Tex., June 17.—The first car of new wheat arrived in this market today. It was shipped from Grandfield, Okla., by the J. Vandenberg Grain Co., Oklahoma City, and was purchased by the Fort Worth Elevators Co. The car graded No. 1 mixed wheat—75% red, 25% hard, with a test weight of 63.1, which is unusually heavy.—L. Potishman, Ft. Worth Grain & Cotton Exchange.

Russian Grain Moving to Dutch Ports.

The significant feature of the Dutch grain trade during the first three months of 1924 was the fact that while imports from Russia mounted from nothing in the first quarter of 1923 to 127,000 tons during the first quarter of 1924 receipts from the United States dropped 136,600 short tons below the 255,300 tons imported during the corresponding quarter last year. Another feature of the Dutch grain trade during this period was that receipts from the United States for transshipment amounted to only 54,400 short tons as compared with 253,000 tons last year while such receipts of Russian grain totaled 169,000 tons as against none during the corresponding period of 1923.

The largest decrease in the Dutch imports of grain from the United States was in corn, receipts of which amounted to only 1,337,000 bus., as compared with 5,262,000 bus. last year. This decrease was chiefly the result of increased supplies from Rumania. The rye trade was completely dominated by the Russian supplies, as was barley and oats. The first large consignments of Russian grain appearing in Dutch ports since the war, arrived during the first seven months of 1923 when 1,840,000 bus. of rye were received for transshipment and a total of 322,000 bus. of rye and 519,000 bus. of barley were imported into the Netherlands. While shipments continued to arrive from Russia every month thereafter the total arrivals for both transshipment and importation during the last five months of 1923

were far below the total received during the first three months of the current year.

The disquieting phase of the Netherlands grain trade situation, in the opinion of Consul General Anderson, at Rotterdam, lies in the prospect that Rotterdam will be chosen as the central depository and distributing point for Russian grain if negotiations now taking place between the Dutch and Russian representatives in Berlin come to a successful issue. The significance of this prospect to the grain trade of Holland can not be overestimated but it appears to be of no less importance, says the consul, in its influence upon the general grain situation of continental Europe and the relation of the United States to that trade.

Grain Exports Prohibited.

WASHINGTON, D. C.—An order temporarily prohibiting exportation of wheat, barley, and oats, and their derivatives, flour, bran, etc., has been issued by Acting French High Commissioner in Syria and the Lebanon, due to the lack of rain which has adversely affected the crop prospects. Ordinarily rainfall during April is sufficient to carry the crop along but April weather failed this year, producing little precipitation. Growth of the crops has been so far retarded that the yield will probably be below normal and insufficient for local needs.

In the Wake of "Orderly Marketing."

BY AUDITOR PENN.

It is understood that final settlement papers and checks have now been mailed to all farmers who participated in the 1923 pool of the Kansas Wheat Growers Ass'n.

G. P. Coberly, a farmer living near Hutchinson, received his settlement on June 21. W. H. Poling, himself the owner and operator of a Kansas farm, and a man well known in the farmers co-operative elevator movement in Kansas, was at Coberly's farm when the letter was received. He examined the papers, and reported later that the statement showed Coberly's wheat to have tested 61 lbs. and graded No. 1 hard, with 12.28% protein. The total net price received by Coberly, according to Mr. Poling, was 85½ cents per bushel.

Coberly's wheat was scooped into a car at Strandberg Siding, a loading point on an electric line. There was no loading charge.

Wheat from the same lot was exhibited by Coberly at the Kansas State Fair in Hutchinson last September, where it was awarded first prize; and it won second prize at the International Wheat Show at Wichita.

Coberly told Mr. Poling that three or four days after he loaded the wheat he could have sold it at 93 cents per bushel, and that at various times since he could have obtained \$1.00 to \$1.05. There has been no time, he said, when he could not have sold it for more than 85 cents.

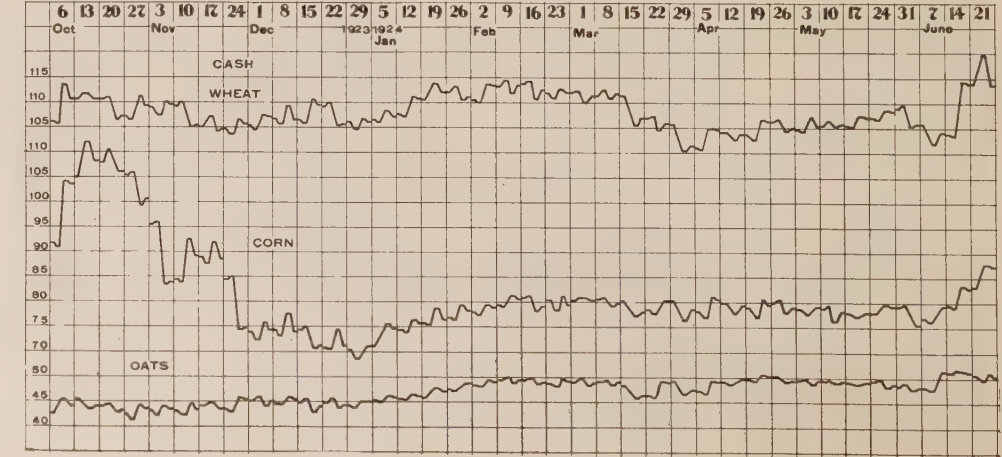
Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for July delivery at the following markets for the past two weeks have been as follows:

		JULY WHEAT.															
		June 10.	June 11.	June 12.	June 13.	June 14.	June 16.	June 17.	June 18.	June 19.	June 20.	June 21.	June 23.	June 24.			
Chicago	.....	108 1/2	110 1/2	111 1/4	111 1/4	112 1/2	114 1/2	115 1/2	116 1/2	114 1/2	114 1/2	113 1/2	113 1/2	114 1/2		
Kansas City	.....	101 1/2	102 1/2	102 1/2	102 1/2	104 1/2	105 1/2	106 1/2	108 1/2	106 1/2	106 1/2	104 1/2	105 1/2	105 1/2		
St. Louis	.....	107 1/2	109 1/2	110 1/2	110 1/2	111 1/2	112 1/2	113 1/2	115 1/2	113 1/2	113 1/2	112 1/2	112 1/2	113 1/2		
Minneapolis	.....	114 1/2	116 1/2	117 1/2	117 1/2	118 1/2	119 1/2	120 1/2	121 1/2	120 1/2	120 1/2	119 1/2	120 1/2	120 1/2		
Duluth (durum)	.....	113 1/2	114 1/2	113 1/2	114 1/2	115 1/2	119 1/2	117 1/2	118 1/2	117 1/2	116 1/2	115 1/2	116 1/2	117 1/2		
Winnipeg	.....	109 1/2	111 1/2	111 1/2	111 1/2	113 1/2	116 1/2	117 1/2	119 1/2	118 1/2	117 1/2	116 1/2	118 1/2	118 1/2		
Milwaukee	.....	108 1/2	110 1/4	111 1/2	111 1/2	112 1/2	114 1/2	115 1/2	116 1/2	114 1/2	114 1/2	113 1/2	113 1/2	114 1/2		
		JULY CORN.															
Chicago	.....	80 1/2	80	80 1/2	80 1/2	81 1/2	82 1/2	83 1/2	86 1/2	85 1/2	86 1/2	86 1/2	87 1/2	89 1/2		
Kansas City	.....	75 1/2	76 1/2	76 1/2	76 1/2	77 1/2	78 1/2	79 1/2	82 1/2	82 1/2	83 1/2	83 1/2	85 1/2	87 1/2		
St. Louis	.....	80 1/2	80 1/2	80 1/2	80 1/2	81 1/2	82 1/2	84 1/2	87 1/2	87 1/2	87 1/2	87 1/2	89 1/2	91 1/2		
Milwaukee	.....	80 1/2	80	80 1/2	80 1/2	81 1/2	82 1/2	83 1/2	86 1/2	85 1/2	86 1/2	86 1/2	87 1/2	89 1/2		
		JULY OATS.															
Chicago	.....	47 1/2	47 1/2	46 1/2	47 1/2	46 1/2	46 1/2	46 1/2	47 1/2	47 1/2	47 1/2	46 1/2	46 1/2	47 1/2		
Kansas City	.....	48 1/2	47 1/2	47 1/2	47 1/2	47 1/2	47 1/2	47 1/2	48 1/2	48 1/2	47 1/2	47 1/2	47 1/2	48 1/2		
Minneapolis	.....	44 1/2	44 1/2	44 1/2	44 1/2	44 1/2	44 1/2	44 1/2	44 1/2	44 1/2	44 1/2	44 1/2	45 1/2	46 1/2		
Winnipeg	.....	40 1/2	41 1/2	40 1/2	41 1/2	41 1/2	41 1/2	41 1/2	41 1/2	41 1/2	42 1/2	41 1/2	41 1/2	41 1/2		
Milwaukee	.....	47 1/2	47 1/2	46 1/2	47 1/2	46 1/2	46 1/2	46 1/2	47 1/2	47 1/2	47 1/2	46 1/2	46 1/2	47 1/2		
		JULY RYE.															
Chicago	.....	70 1/2	73 1/2	73 1/2	75 1/2	75 1/2	76 1/2	76 1/2	77 1/2	76 1/2	76 1/2	75 1/2	75 1/2	75 1/2		
Minneapolis	.....	64 1/2	67 1/2	66 1/2	67 1/2	68 1/2	68 1/2	69 1/2	69 1/2	70 1/2	69 1/2	67 1/2	68 1/2	68 1/2		
Duluth	.....	69 1/2	72 1/2	71 1/2	72 1/2	73 1/2	74 1/2	74 1/2	74 1/2	74 1/2	73 1/2	72 1/2	72 1/2	73 1/2		
Winnipeg	.....	69 1/2	72 1/2	72 1/2	74 1/2	74 1/2	75 1/2	74 1/2	74 1/2	74 1/2	74 1/2	74 1/2	74 1/2	73 1/2		
		JULY BARLEY.															
Minneapolis	.....	68 1/2	68 1/2	68 1/2	68 1/2	68 1/2	67 1/2	67 1/2	68 1/2	68 1/2	68 1/2	67 1/2	68 1/2	68 1/2		
Winnipeg	.....	63 1/2	63 1/2	63 1/2	64 1/2	64 1/2	64 1/2	64 1/2	64 1/2	65 1/2	65 1/2	65 1/2	67 1/2	67 1/2		

Cash Wheat, Corn and Oats Fluctuations from Oct. 1 to June 21.

Opening, high, low and closing average prices of No. 2 red winter wheat, No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each week a few cents above or below the extreme charted.



Ohio Grain Dealers Ass'n Celebrates 45th Anniversary

The 45th annual convention of the Ohio Grain Dealers Ass'n opened at 10:15 a. m. on Wednesday, June 18, in the convention hall of the Elks Club House, Lima, O., with Pres. Custenborder, Sidney, O., presiding.

With Bill Cummings at the piano and Fred Mayer leading, those present joined in singing "America."

Rev. C. A. Rowand gave the invocation.

The Mayor of Lima welcomed the dealers to the city.

Mr. Cable, congressman from the 4th district, in addressing the dealers said, the present season is between sessions of Congress, but should not be used to rest from endeavors and fights with that body. The congressmen have gone home, but while they are away from Washington their minds are busy with plans for the coming session. The grain issue is of vital importance—so much so that the coming president may be elected as a result of his stand on that subject.

We need and want the taxes to be cut which, effected as they are, will bring lower living costs and greater prosperity. The immigration law was among the finest passed by the last Congress. At the present time fully 20% of this country's population is either foreign born or of foreign born parents. The new law will enable us to select our immigrants and improve the moral of the country.

S. L. Rice, Metamora, in responding to the Mayor's welcome, said:

The future of the grain trade will depend largely upon individual effort. In going thru a certain town at one time, a man came to a vacant lot where a number of urchins were playing ball. Seeking to be friendly, he said to one of the little fellows on the outskirts of the lot, "Well, how's the score?"

"Thirty-five to nothing," returned the youngster.

"It looks like you're going to get beat."

"Oh, no," said the little fellow. "We haven't had our inning yet."

So it has been with the grain men these latter years. We've been getting beaten. But we haven't had our inning yet.

We are glad to have such a good turn-out. We are certain more will come. Lima is centrally located. Most of the men can crank up their flivvers and get here in a few hours at the most.

Pres. Custenborder read his annual address, which follows:

Address of President Custenborder.

In bringing our 45th Annual Summer meeting into the heart of the grain section of the state (the Egypt of North America, as my friend Pollock would say), we confidently expected a larger gathering of Ohio dealers than usually attend when the meetings have been held farther from their office doors.

Permit me to remind you that the most of our ills are local and are curable by the application of local remedies. The sooner all recognize these basic truths and by united, concerted effort proceed to apply the remedies at hand in a co-operative spirit, the sooner we will have eliminated the cause of many of our troubles.

The farmers generally should be more familiar with the purpose and motive of our organization. If all of our farmers were as familiar with the costs and hazards of marketing grain and supplies as a portion of them have recently become, the result would be to the mutual benefit and interests of the patrons and to the operators of elevators.

We should be playing the game fair with our selves, with our patrons and with our competitors. "For when the One Great Scorer comes to write against your name, He writes, Not that you won or lost, but how you played the game."

Buying grain without proper regard to the quality and condition is a besetting sin of many of us. To pay less, as we occasionally do, for grain of good grade than the market would justify is unfair to the producer.

To pay more for grain of inferior quality, as many of us frequently do, than such grain

is worth on the market, is unfair to ourselves and usually results in loss to all concerned.

Permitting the abuse of our credit system has saddled a burden on many of us that is greater than the profits in our business will support.

Bidding more for grain located near to the elevator of a competitor than we are regularly paying for the same grade of grain located near our own elevator usually results in a price war in which both sides lose.

HOW MANY DEALERS.

How many are carrying larger book accounts than the nature and volume of our business justify?

How many are receiving interest enough on our book accounts to pay the interest on our notes at the bank?

How many inspect our grain as carefully when we buy it as it is inspected for us when we sell it?

How many procure a type sample of grain from each car we load and retain it until arrival and inspection?

How many are cognizant of the fact that if we do not properly condition our grain before we ship it, that someone else will and that we will pay them for doing it?

How many have as good weighing facilities and as carefully weigh the grain into the car as we weight it from the farmers' wagons?

How many co-operate with our patrons and with our competitors as we expect them to co-operate with us?

How many competitors and patrons co-operate with us as we would have them do?

The above are problems that when solved must be solved by local dealers.

The Pres. appointed the following com'tes: Resolutions: E. C. Eikenberry, Camden, chairman; L. W. Dewey, Blanchester; S. L. Rice, Metamora; Fred Mayer, Toledo; and C. T. Pierce, Van Wert.

Auditing: A. F. Cratty, Columbus, chairman; O. P. Hall, Greenville, and W. W. Wick-ersham, Blanchester.

Nominations: O. E. Teegarden, Duval, chairman; Fred Watkins, Cleveland; W. S. Bricker, Payne; S. W. Simmons, Sidney, and Grant Pollock, Middle Point.

A. P. Sandles, Columbus, gave an address on "Agstone, The Magic Stone." It is reproduced elsewhere in this number.

J. W. McCord, Columbus, sec'y-treas., said his report as sec'y would be short as usual, having none to make. The report of the treas., which follows, he read.

FINANCIAL STATEMENT.

For the Year Ending June 16, 1924.

RECEIPTS.

Bal. on hand June 19, 1923.....	\$1,682.55
From 141 annual dues at \$10....	\$1,410.00
Sale of 13 directories.....	22.75
1 yr. interest on \$1,000, 2d Lib-erty Bond	42.50
Appreciation on 2d Liberty Bond .....	.60
Total	\$3,158.40

DISBURSEMENTS.

Office rent, 12 months.....	\$120.00
Secretary salary, 12 months....	600.00
Stenographer's salary, 52 weeks.	520.00
Postage	79.00
Printing, stationery & supplies..	97.95
President's traveling and other expenses	71.00
Secretary's traveling expenses...	25.91
Incidentals	2.75
Jack O'Brien, expenses 1923 meeting	30.00
Chamber of Commerce, U. S. A., 1 year dues	10.00
150 copies Nation's Business....	15.00
Grain Dealers National Ass'n....	167.00
500 badges, yellow buttons.....	15.68

Total expenditures

Balance on hand, June 16, 1924.....	\$1,404.11
Above balance consists of:	
Liberty bond	\$1,000.00
Cash in bank	356.39
Cash in office	47.72

Total assets

It was moved and seconded that this report be referred to the auditing com'te.

Mr. West of the Federal Crop Statistical Bureau asked to have statements of grain stocks on hand sent in monthly instead of every 3

months as heretofore, saying this should effect little trouble as grain men are in a habit of keeping such records for insurance purposes. He said the government would send out questionnaires.

Adjourned until 2 p. m.

Wednesday Afternoon's Session.

PRES. CUSTENBORDER called the meeting to order at 2 o'clock and asked for the address on "Review and Renew."

C. B. JENKINS, Noblesville, Ind., the speaker on that subject, in part said:

I want to remind you of the speech made by Mr. Sandles this morning on agstone—limestone. Elevator men have a splendid opportunity for service, profitable service, thru that medium. Labor costs for handling the stuff are almost nothing. Good revenue is furnished by the limestone which is a source of increased production on the farms where it is used. Profit is again reflected in the increased grain the elevator handles as the result of higher yields.

A general impression seems to be abroad that an ass'n can compel its members to take any certain action. Nothing is further from the truth. No ass'n can compel its members, only lead them.

Farmers, to a large extent, seem to believe the grain men go to conferences and conventions to concoct some scheme whereby they can beat the farmer. It is actually contrariwise. The Ohio Grain Dealers Ass'n has never held any but open meetings, nor have any other grain dealers' ass'ns.

The farmers, tho, in their various ass'ns and pool organizations have held closed meetings. And about the last kind of a person they want in them is a grain man. I have attended farmers' meetings in my capacity as a farmer and have found that I was generally not wanted because I was also a grain man. During one of these meetings a pool promoter told a story about 750,000 bushels of grain being "filched" from the farmers by unfair methods. The maximum production for the neighboring country around that town is only 35,000 bushels.

Every spring our firm calls together the dealers of the surrounding country to gather information about the handling price of wheat. We find it ranges from 2c to 30c per bushel. It is generally the farmers' co-operative elevators that are charging the 30c.

Raisins grow chiefly in 2 counties of California. When Sapiro organized his raisin pool there were only 2 counties to be controlled. That was a comparatively easy proposition and could be made successful. But it is impossible for poolers to gain a like control over a nationwide product like wheat. Poolers started off confidently enough when they began their organizing. The farmers joining were charged \$3 a head. Then the price was raised to \$5, then to \$10. Hamilton county in Indiana alone



President S. L. Rice, Metamora, O.

contributed \$10,000 last year to do the grain men dirt. But the farmers have not benefited. A Du Boise county man recently made a speech concerning the pools, in which he told a story about a dairyman who arose early in the morning to milk his cows and went to bed late at night after finishing his tasks. One morning, driving to town with several cans of milk, he got to thinking over what a hard life he was leading. Thinking about it for some time, he finally got an idea. Instead of milking cows he would "milk the farmer." That is the pooler's idea.

The grain man's best source of combat with the pools is friendship. He must stimulate and retain the friendship of the farmers. It has been largely lost by the poolers. The grain man can hold it only by service.

Business Economics.

H. A. HARTMAN, supt. of schools at Sidney, spoke on "Business Economics." He said:

Because I am a supt. of schools many people will deny my knowledge of farming and farming conditions. True, in some ways. I'm not dealing closely with farming, nor with the handling of grain. But I do know something about soil tilling. It was on swampy farmland that I first saw the light of day. And I spent my barefoot boyhood on that same ground.

Right now I'm in something of the position of the foreigner who came to America. While talking to a little group he continually used the word "cockroach." Finally an Englishman took it upon himself to correct him.

"It isn't 'cockroach,' man," he said, and with English accent added, "it's 'henroach.'"

"Oh, yes, I see," apologized the foreigner. "The only difference is in the gender."

So it is with me. I don't want to encroach too much on your time. But economics is a vital subject to the grain man. He continually tussles with it and his success depends upon a clear understanding of business. Men learn from experience and experience is a selected school. It offers splendid opportunities for service, which, by the way, is one of the prime reasons I took to school work. I felt that if I didn't become rich in money I would at least become rich in the satisfaction which comes from conscientious service.

Early in my school teaching career I learned a lesson which is usually learned early by grain men. Complaints would come in. I couldn't please everybody. So I came to one conclusion and followed it. I did the best I could and found I was sure of pleasing at least one person—myself.

I fail to agree with the plans of poolers. Every man is entitled to a living. It is only fair that the grain men be allowed to charge such a rate for handling grain as will give them a reasonable profit. I don't begrudge paying them for worry and work.

It is the farmer's business to grow more wheat, not handle more. He should practice business economy. If he can't cultivate 40 acres of grain properly he should sow 20 acres, give it more attention, and pasture the rest. That is a natural law and violations of natural laws carry their own penalty. Uneconomic production is the chief cause of bad debts, of which the ultimate consumer is the innocent victim. As much as anything else, what the farmer needs is a proper sense of squareness, fairness and honesty. Let him look to production and let the grain man have that which belongs to him.

C. B. JENKINS told about tentative plans for a fixed price on handling the wheat of

Indiana poolers which the grain dealers' ass'n of the state are considering. A dealer asked if any price had been fixed. None had, a conference between a com'te of the Indiana Grain Dealers Ass'n and a com'te of poolers would be held on June 19 for that purpose.

H. F. BOWSHER, a certified public accountant of Lima, read a paper on the "Federated Snowbird," published elsewhere in this number.

The Business Baiters.

F. E. WATKINS, pres. of the Grain Dealers National Ass'n, discussed the activities of Congress. He said:

A certain Chautauqua lecturer, in traveling to keep one of his engagements, ran into one of those regular 40 days and 40 nights rains. The train he was riding finally came to a halt. Inquiry showed a washout had occurred on the line ahead. So the lecturer wired ahead to the town he was supposed to visit: "Can't come. Washout on the line."

The com'te receiving this wire scratched their heads a while and finally evolved this reply: "Come ahead anyway. Buy a new shirt. We're paying all expenses."

Business has been the center of political economy for some time. Politicians have talked and talked about it, and have spoken disparagingly about it. This is particularly true of the grain business. Is business a crime that this general attitude of distrust should prevail? Even in my own personal contact with friends I have found such an attitude. Simply because I am dealing in grain.

A large share of the grain men's troubles are due to the sensational reports of the newspapers, the unfair advertising. The grain business has long been the prey of professional agitators. Generally middlemen are unpopular. They are classed as parasites living off the labor of the producer and the consumer. But grain men have never defended themselves.

It is time for us to do a little advertising of our own. One of the best ways of doing so is by individual work with the public. Whenever I have opportunity I talk with some fellow and gradually switch the subject to grain that I may get his viewpoint—and give him mine.

A man stopped in a small town one day and asked one of the natives if the village had a criminal lawyer. The native replied, "We think we have but we can't prove anything on him."

The same is true of the grain business. People think there is something wrong in it but they can't prove anything. It is up to us to re-establish our status with the public. Similar troubles to the present ills of the grain men affected the packing industry some time ago. These industries got together and advertised and succeeded in overcoming the prejudice.

The man on the street today does not understand the business of the grain man. Hence it is an obligation of every state and national grain ass'n to work together to give the trade proper publicity.

The Chamber of Commerce of the United States offers a defense of business in its definition: "The function of business is to provide for the needs of mankind and to increase the wealth of the world and the happiness of living." Knowledge, fairness, honesty, efficiency, permanence, satisfaction and observance of contracts are factors in the building of the public's confidence, the cornerstone of successful business relations.

The grain business is not in need of restrictive legislation. It has needed it least during

the last 10 years—when we got most of it. To be sure, we have our faults, but left alone, they will eventually be ironed out.

Our integrity should prove a heavy unit in our defence against any group of derogators. We are not united against the derogators, however, since all business is being attacked. It seems that even the capitalists have socialistic ideas about other capitalists. Let us not deceive ourselves. Any government supervised, bureau controlled industry will breed distrust of every other industry and control of one industry, like an entering wedge, will lead to control of many more industries. The interdependence of business is complete. All its branches will stand or fall together. The real issue is not as to whether legislation will control the grain trade, but as to whether the institution of privately owned property shall be maintained.

Business men should be prepared to protect other business men against legislation. Some organization is needed with the protection of business from legislation solely at heart. The world war was won by united efforts. Our war against legislation will be won by the same means.

Is American business selfish? No. It merely declares the American principle—the right of the individual.

These are the days of the professional busy-body. Radical Congressmen are continually running about sticking their noses into other people's affairs and creating investigations.

Investigations are all right. At times they are needed. But the ineptitude of the congressmen to understand business is obvious. Nor do they make any attempt to understand business or its right to exist.

Congress has adjourned and we are free from any menacing legislation for a short time. But the vivisection of business goes on uninterrupted. Webster defines vivisection as the dissection of an animal while alive for the purpose of making physiological examination. The New York Sun recently observed, "The touch of government in business is the hand of death." Anyone will recognize the present trend of congress to interfere and hold prosperity at a standstill. The duty of business men is to fight.

That is what the Grain Dealers National Ass'n has been doing. Thru the efforts of Mr. Goemann and his com'te, the tax on the telephone and telegraph was abolished and the McNary-Haugen bill defeated. Had this bill been brot to a vote 2 months earlier it would surely have been passed and perhaps the President would have signed it. The dealers started something when they opposed it and their success is conceded to be a real victory.

Our next fight will be against pooling—there will be at least one more big effort against it. Solution of this problem lies in education of the people. It will be an intellectual contest. Next year's radical congress, and the leading straws point out that it will be radical, will be fought intellectually with the sowing of seeds of understanding in the minds of this country's citizens.

Adjourned until 10 a. m., Thursday.

Banquet.

Grain dealers crowded the dining room of the Hotel Norval at 6 p. m., Wednesday, for the Fellowship Dinner. Tables were set in the hallway leading to the dining room for the overflow. Every seat was filled.

E. C. Eikenberry, Camden, was toastmaster. Just before dinner was served he called for



Some of the Grain Dealers Attending Annual Meeting of Ohio Ass'n at Lima, June 19th.

songs, and with Bill Cummings at the piano and Fred Mayer leading, the diners joined in several popular numbers.

During the latter part of the dinner a local singer rendered a number of popular songs.

A small, bare table was brot in and set near the piano. On this climbed a black-faced comedian who sang and cracked jokes and cleverly clogged.

The dinner ended with a short after-dinner talk by the Hon. A. P. Sandles, Columbus, who amused the dealers with scintillating wit. After lightly touching several subjects and telling several jokes, Mr. Sandles made reference to J. W. McCord, Columbus, and asked him to stand. Mr. McCord arose. The dealers also arose and the cheers and applause that followed paid a touching tribute to "Uncle Joe"—in the grain business for almost 50 years.

Thursday's Session.

The session was called to order at 10:10 a. m. by Pres. Custenborder.

H. L. Goemann, of Mansfield, spoke on "Transportation." His address is quoted elsewhere in this number.

E. C. Eikenberry, chairman of the resolutions com'te, offered the following resolutions which were adopted.

Declarations.

Commercial Activities of Farm Bureau.

Approximately ninety per cent of the country elevators of our State are owned and operated by persons who also own and operate farms. The owners and operators of the elevators, regardless of the name or style, of their respective companies, both as distributors and producers are interested in modern, efficient marketing methods and resent the interference by agencies not physically equipped to render daily, efficient, economic, satisfactory service in merchandising grain, flour, feed, fertilizer, coal and other supplies customarily handled at country elevators, and as a consequence.

WE DECLARE opposition to the commercial activities of the Farm Bureau and all other agencies which are not physically and financially equipped to serve their patrons each and every business day and hour throughout the year.

Esch-Cummins Law.

WE DECLARE our opposition to either the repeal or radical alteration of the Esch-Cummins Law and request our members to use their influence with their Representatives and Senators in Congress to prevent any change in our present transportation laws until such time as they have had a fair trial and until the carriers may be assured of a financial position that will guarantee a maintenance of the present satisfactory service.

Ignore Market Dope.

The practice of many of our brokers and editors of market letters to exaggerate unduly the weather and other apparent favorable or unfavorable crop conditions for the purpose of stimulating or encouraging the buying or selling of grain futures, for speculative purposes, is detrimental to the orderly marketing of grain and such tactics should be looked upon with disfavor by those engaged in merchandising grain at country stations.

WE DECLARE that country shippers should ignore all market "dope" and "hot tips" and

other purported market news not supported by authentic, reliable statistics and that they should warn their patrons to do likewise.

Appreciation.

WE DECLARE our appreciation of the successful efforts of the Grain Dealers National Association in handling the fight to prevent the passage by Congress of the McNary-Haugen Bill, and our commendation of the Association for its policy of safeguarding the interests of the trade from pernicious influence both within and without the industries represented in its organizations.

Trend of Legislation.

E. C. Eikenberry, Camden, spoke on "Some Recent Trends of Legislation," from which we take the following:

The trend of legislation runs in cycles. First comes a period of light and this is immediately followed by a period of darkness. Present indications show we are entering the latter stages of radicalism. The American people are in the habit of conceding certain truths which have always helped the Republicans or the Democrats to win their victories and gain control of the government. As a result 3rd parties have sprung up.

The 3rd party, always in the minority, is unusually honest, if at times a bit radical, which is the reason for its advocates pulling away from the standard parties. They see the inaccuracies and flaws of the republicans and democrats and beat them to a compromise. That is the only reason we are not tied down today by more laws than we have.

AMERICA IS GOING TO REVOLT against the continued interference of the government in business. Such a revolt occurred in England when the number of laws reached the saturation point and it took England 20 years to unbind herself.

We are reaching that stage in America. Civilization has been hampered by legislation which interferes with natural economic laws. A period of reform is bound to come.

All great reformations have come as a result of repealing old laws—of undoing the mistakes of legislators. By such a move will prosperity return. Legislation will not help the farmer. What he needs is less congressional aid and more self-aid. The grievances of the farmer thus remedied will bring about the prosperity of the grain dealers.

Conservation.

J. J. Fitzgerald, asst. sec'y Grain Dealers Mutual Fire Ins. Co., gave an extemporaneous address on "An Irishman's View Point." He he said:

When they picked out my subject they gave me plenty of leeway. Lots of things I could talk about under that heading. But I'll confine myself to conservation.

The government is doing what it can to conserve our forests but can do little enough without the co-operation of the individuals that go

to make up this vast country. At present we are 11 years behind Switzerland and 6 years behind France. The people in the European countries learned long ago that they had to conserve their natural resources if they were to continue life in a prosperous state.

EVERY TIME an elevator or other building burns the capital of the country is reduced by just that much. It takes more lumber to rebuild it. That reduces the supply of lumber and raises the price.

It is vital to every individual to take such fire precautions as will reduce the tremendous loss and waste that results from conflagrations. The annual loss that results from the careless handling of cigarets alone runs into the billions of dollars. Failure to keep elevators properly cleaned causes further fire hazards.

In 1916 Ohio had a very creditable record, having a minimum loss of elevators thru fire. Now it is quite the contrary. During the last 4 years fire has taken an annual toll of 15 grain handling plants.

If a number of you were shipwrecked on an island somewhere in the Pacific on which there was but a small supply of timber you'd be mighty careful of what happened to your supply of wood. If some fellow wilfully destroyed a portion of it you'd have a good excuse for stringing him up or something equally violent.

The supply of timber in this country is limited, only in a larger way. Annual toll is being taken of what there is by forest fires and burning buildings. First thing we know we'll reach the stage where we won't have timber from which to erect buildings.

Make sure your elevator is properly protected and your fire hazards reduced to a minimum.

S. P. Arnot, executive vice-pres. of the Chicago Board of Trade, talked on "The Growing Issue," which is quoted elsewhere in this number.

ELECTION OF OFFICERS.

H. G. Pollock, chairman of the nominating com'te, presented the nominees and recommended their election. The recommendation was unanimously accepted and the officers for the ensuing year are: Pres., S. L. Rice, Metamora; Vice-Pres., J. H. Motz, Brice; Sec'y-Treas., J. W. McCord, Columbus.

Governing Board, E. O. Teegardin, Du Vall; Edw. Thierwechter, Oak Harbor, and C. A. Heigle, Lipsic.

Retiring Pres. Custenborder called upon Pres-elect S. L. Rice to take the chair. The new officers made speeches of acceptance. Uncle Joe McCord was particularly applauded.

Fred Mayer moved that the 1925 summer convention of the ass'n be held in Toledo and spoke briefly of the advantages of that city.

H. G. Pollock recommended that this fall's meeting be held at Lima, it being a central

[Continued on page 806.]



More of the Grain Dealers Celebrating the 45th Anniversary of the Ohio Ass'n.

Pacific Northwest Dealers Hold Enthusiastic Meeting

The annual convention of the Pacific Northwest Grain Dealers Ass'n, held at Lewiston, Ida., June 6 and 7, was particularly optimistic, due perhaps to the general reports of rainfall in practically all parts of the Pacific Northwest, where dry reports had previously prevailed. Over 400 were in attendance.

R. J. Stephens, pres. of the organization, called the meeting to order shortly after 10:30 a. m., Friday.

Mayor Thompson, of Lewiston, welcomed the dealers, which A. J. Haile, Spokane, responded to on behalf of the Ass'n.

Mark Means, Idaho commissioner of agriculture, emphasized the need of co-operation of interests with the farmers. He condemned professional agitators, saying the farmers need more constructive efforts to help them out of their precarious financial position.

E. W. Eaves, Lewiston, addressed the dealers on "Marketing of Grain from an Interior Grain Dealer's Viewpoint." From this we take the following:

Efficient Grain Marketing.

In the past ten years in spite of the numerous activities as to methods of marketing grain—in spite of the various wheat marketing ass'ns, co-operating marketing, "pooling" and other ideas that have been advanced that a better marketing cost could be obtained for the farmers, it has been demonstrated that the grain merchant is the most efficient marketing organization there is. Not only with the so-called marketing ass'ns as organized on the Pacific Coast, but with the same class of ass'ns as organized in the Eastern States, it has been clearly demonstrated that there is not only no gain through these marketing organizations, but that there has been a heavy loss to the farmer.

The service that is rendered by the interior grain dealer to the farmer is not appreciated. If they would stop and consider that the grain is handled by the grain merchant on a margin of 1 cent to 2 cents per bushel, and that it has cost the farmer who has joined the marketing ass'n from 10 to 15 cents per bushel, they would perhaps be more inclined to place the credit where credit is due. As a matter of fact, it carries back to the original and accepted ideas of doing any class of business. The less restrictions, the less government control, the less theories that are put into effect, the better economic basis all business is done on.

When a man wants a commodity he goes out and buys that commodity on the best possible basis. He has his market on which he sells and he knows the class of goods that is required. There is no one buyer for the same class of goods, but many. Each one wants to do business. The natural result is competition between them, and when the suitable quality is found he pays the price. He knows what margin he has in it and he is satisfied with small returns. This method of doing business has made the United States. We have always had free and open competition in doing all classes of business. The man who had the most initiative, and was on the job, did the business in spite of the competition.

Right now this country seems to be groping in the dark, in a legislative sense, as to trying to find some method of combatting price evils, quality evils and marketing evils by legislation. History has repeatedly shown that this cannot be done; that the United States in the past, a country that has done business on free and open competition, has been the one that progressed the most and became the most prosperous.

The wheat grades standards set by the Portland Chamber of Commerce a few years ago were satisfactory to buyers in Europe and the Oriental market, but the government, by arbitrarily setting up new standards for wheat, has caused many difficulties for exporters. It is the climate and soil that makes wheat, not the standard. The government should take everything into consideration and adjust wheat standards so the grower will not be unjustly penalized.

A sample market should be at all terminal points. Our North Pacific Coast wheat is the only large crop in the United States that is obliged to go to terminal markets, that have not the proper facilities of handling and selling wheat on sample. It is absolutely necessary that the grain dealers at Portland and Seattle come to this way of doing business. Cars can be sampled on the track, have a grade put on them, and have a specified free time before having to be ordered to final destination. This allows the reconsigner to judge what disposi-

tion had best be made of each car. If he wishes to sell the grain to other dealers he has his sample. Why not, then, put this method into effect for consignments of wheat from the country dealer?

Some of the discounts put on mixed wheat are absurd. A few of the larger dealers on the Coast maintain buying agencies thruout the interior and at any time they need wheat their local buyer goes out to get it from the farmer, totally ignoring the discounts that have been fixed, both for mixed wheats, test weight and smut dockages.

If wheat were bot at the terminals on terminal grades and a fair discount fixed on the mixed wheats, an open sample market so established that the country dealer who has some quality of wheat that he wants to sell on its merits can do so, it will undoubtedly result in a more satisfactory basis for the dealers, both terminal and interior, in the handling of this North Pacific wheat.

W. J. Macdonald, Seattle, Wash., gave an extemporaneous talk on the "Ethics and Morals of the Grain Business," and struck a responsive chord. "Give us better ethics in the grain business, set by precedence and honesty of purpose, and a more friendly spirit in the settling of disputes." His slogan of "Let there be more sunshine in your soul and you will need less moonshine in your stomach," took the dealers by storm.

Adjourned.

At the opening of the afternoon session Dr. E. O. Holland, pres. of the Washington State College, talked on "How European Conditions Affect the Prosperity of America." He declared that America can no longer isolate herself, and that the economic condition of Europe vitally affects American prosperity. Dr. Holland recently returned from a trip to Europe.

B. W. Whitlock, Portland, federal grain supervisor, who recently spent three months touring Japan and China, spoke on "American Wheat in the Orient." Excerpts of his speech follow.

American Wheat in the Orient.

China and Japan have imported between thirty-five and forty-five million bushels of wheat since July 1. This is more than double last year's imports or any year preceding. Approximately one-half the wheat imported into the Orient came from the United States. Canada and Australia furnished the balance in about equal amounts. Japan produces twenty-six to thirty million bushels annually, which supplies about two-thirds of her needs.

It is impossible to secure accurate figures on the production in China. Estimates from millers, importers and other agencies vary greatly. Some say as low as 200,000,000 bushels, while the Chinese government Bureau of Economic Information, at the other extreme, publishes figures tending to show an average annual crop of 600,000,000 bushels. This same publication states that nine-tenths of the wheat grown in China is consumed in the provinces in which it is grown, being ground into coarse flour on crude native stone mills or by the farmer himself. Regardless of what China as a whole produces, it is safe to say that but a small part of the crop reaches the largest milling centers. This is due to the general disorganization in China and the high transportation rates.

The very rapid increase during the last three years of the importation of wheat into the Orient, particularly China, is due to several factors:

1. Three successive crop failures in China, two years of drouth and one year of floods and rust, very materially reduced the crop in the provinces tributary to the mills.

2. Growing popularity of wheat flour for foods. The high price of rice during the war, resulting in rice riots in Japan and similar trouble in China, caused many of the lower class natives who lived chiefly on rice to turn to bread and noodles.

3. High transportation costs for moving the native products. In China lack of rail facilities—there is not over 7,000 miles of railroad in all of China—coupled with the high freight rates, have greatly hindered the movement of native wheat. In Japan, while rail facilities are adequate, the cost of moving grain is high.

4. Imported wheat is of much better quality than the native product. This is true particularly of the wheat raised in Japan and in central China. The wheat raised in the Orient is largely red wheat and of a type similar to our soft red winter. It is low in gluten—and the

Oriental miller talks in terms of gluten—it is wet and requires artificial drying, is often weevily, and, worst of all, in China, is heavily adulterated with stones and dirt. It is a national trait for either the Chinese farmer or the middle man to increase the volume or weight of his product by the addition of foreign substances. Indeed, it is said on good authority that just above Hankow, a city in the heart of a fertile agricultural district, six hundred miles up the Yangtse river, there is located a thriving group of gravel merchants who furnish various grades of sand or gravel to passing boatmen who are on their way from the producing sections to the city. I visited one mill in Tientsin where in a large room some twenty coolies were engaged in hand sifting stones from native wheat.

The loading requirements of the Canadian government are more rigid than those of Australia or the United States. Canadian deliveries this year were of exceedingly good quality, so good were the No. 2 that the buyers inquired for and bought some No. 3, and I am informed that inquiries were made for even lower grades.

Australian deliveries were of good quality, though I did see some weevily wheat and also some that ran high in chaff or unthreshed wheat.

American deliveries, aside from bad sacks, were quite satisfactory. An occasional complaint was heard on cracked wheat, but these were made by parties who did not know that we were permitting up to ten per cent of cracked wheat. Shipments were free from smut and there was no complaint along that line.

F. W. Shull, Portland, addressed the dealers as follows:

Competition in the Wheat Markets.

There has been considerable increase in wheat exports since the war. From this we might be misled as to the future unless we analyze the cause. The war increased the demand for wheat and production was forced in every direction. This, with the elimination of Russia as an exporting country and decreased production in Europe, was responsible for the greater exports from the United States.

There is widespread complaint in wheat farming sections that wheat is grown at a loss and this condition cannot be attributed entirely to poor farming, but in many instances is due to conditions beyond the control of the farmer.

Because of the war increased acreage was cropped to wheat, in some instances lands entirely unsuited for profitable grain growing. Wheat is produced from lands that must compete with land in other countries better adapted to the production of grain.

The demand for wheat in other countries will increase as conditions are improved and consumers are better able to buy. On the other hand there will be an increase in home production in such countries, so that the total of imports will not greatly increase. This is probably not true of the Orient, where there will be, no doubt, a gradual increase in the consumption of wheat and flour.

With respect to exporting countries, India will at times be a factor, but she cannot be depended upon for a regular supply. Australia, with limited land suitable for grain growing, is not likely to increase its exports to any great extent. Argentina has a large area not yet developed, has cheap transportation and will, no doubt, gradually increase its exports of wheat. Canada will rapidly become the most important wheat exporting country. Cheaper land, larger yield, lower freight rates, all combine to place her in a position to compete successfully with any other country.

The merchant who cannot buy as cheaply as his competitor, nor operate his business at as low a cost, must eventually discontinue and find some other occupation. Will the same law apply to nations in respect to the production and sale of grain in competitive markets?

If the answer is in the affirmative then there will have to be a readjustment in farming in this country. Some lands now in wheat will have to be abandoned so far as growing wheat is concerned and used for some other purpose. A greater effort will, no doubt, be made to discontinue varieties that are only suitable for export and to specialize in those varieties that can be used for home consumption.

It is a problem that will not be solved by politicians who have no convictions of their own, but support any policy that will get them into office, but it will eventually be solved by the hard-headed common-sense of the farmer himself.

Adjourned.

Banquet.

Practically all the interior grain men were on hand and substantial delegations from Portland, Seattle, Tacoma, and Spokane also attended. The visitors were royally entertained by the business men of Lewiston. An active com'te from the city's Commercial Club was always on hand to direct, assist, and help in

handling the large number of grain men present.

The banquet started at 6:30 p. m., with Harry Hudson, traffic manager of the Port of Portland, presiding as toastmaster. Afterwards there was a boxing exhibit. Following this a number of the visitors enjoyed a dance.

Saturday's Session.

Saturday's session was devoted to executive matters. The Ass'n's finances were reported, and accepted.

The resolutions com'ite offered the following resolutions which were adopted:

Resolved, that we recommend that the Department of Agriculture give further consideration to the inspection and grading problems covering the loading of outgoing cargoes so that the dispatch of vessels may be expedited and our export business in general be stimulated.

Resolved, that we believe that uniform practice shall prevail in loading cars of grain so as to permit the proper segregation and grading of shipments at destination in conformity with standards of inspection now in effect.

Governmental Interference with Business.

WHEREAS, there appears to be a tendency in certain directions to cause our government unnecessarily to interfere with those business activities that are more satisfactorily carried on by individual initiative,

Resolved, that we deplore the constantly recurring efforts of governmental agencies to enter into activities which contravene the rights of our citizens as set forth in the constitution of individual states and the nation.

The nominating com'ite offered the following directors, who were elected for the ensuing year:

G. P. Wales, Seattle, Wash.; E. O. Warmoth, Spokane, Wash.; J. J. Lavin, Portland, Ore.; A. J. Urquhart, Lind, Wash.; R. J. Stephens, Spokane, Wash.; H. A. Martin, Portland, Ore.; E. L. Fincham, Tacoma, Wash.; M. J. O'Neill, Spokane, Wash.; W. J. Macdonald, Seattle, Wash.; D. R. Fisher, Spokane, Wash.; J. A. Pease, Portland, Ore.; A. E. Sutton, Seattle, Wash.

A general discussion of matters pertaining to the grain business, in which a number of the dealers participated, followed.

Adjourned *sine die*.

Immediately after the final adjournment the new directors held a meeting at which was elected the following officers for the ensuing year: R. J. Stephens, Spokane, pres.; J. J. Lavin, Portland, and W. J. Macdonald, Seattle, vice-pres's; E. O. Warmoth, Spokane; H. A. Martin, Portland; D. R. Fisher, Seattle; and M. J. O'Neill, Spokane, executive com'ite, with R. J. Stephens, pres.

A Good Suggestion.

Senator Arthur Capper, in an article entitled "Law cannot save the farmer" said a mouthful. If it had been put in effect only one thing could have happened—utter collapse of all business standards as we know them. Price fixing never succeeded and never will. Common sense and hard work will eventually solve the problems and get us out of the "depths." Mere putting of more law on the books can't save the farmer or anybody else.

By the way, Mr. Capper, why not go a little farther and fix or abolish the Capper-Tincher law, and make a broader and eventually a natural functioning market?—J. F. Zahm & Co.

Meeting of Scale Men.

[Concluded from column 3.]

their weighing, and there must be a resulting loss of accuracy."

W. E. Thompson, Minneapolis, was elected chairman of the executive com'ite, to fill a vacancy.

New officers chosen for the ensuing year were: Pres., P. D. McFarlane, Minneapolis; vice-pres., Chas. Bruning, and A. G. Zeibel, Dallas, Tex., re-elected sec'y-treas.

Adjourned *sine die*.

Scalemen Discuss Weighing Problems

The National Scale Men's Ass'n by holding its 9th annual meeting at Minneapolis, Minn., June 10 to 12, in a way completed the consolidation that was effected of the Southwestern and Northwestern Scale men when the Ass'n was formed. All the meetings were held at Chicago for several years, then at St. Louis, and the present meeting at Minneapolis gave the Northwest due recognition.

The meeting at the Curtis Hotel was well attended when called to order by Pres. J. A. Schmitz of Chicago, and his address was followed by a talk by F. W. Matson of the Minnesota State Railroad & Warehouse Commission.

L. G. Hauk, scale inspector of the Minnesota Railroad & Warehouse Commission, spoke on "Time versus Accuracy in the Testing of Scales," in part as follows:

TIME VERSUS ACCURACY IN TESTING SCALES.

The testing of the smaller capacity scales to full capacity with standard test weights is comparatively easy, as the question of time is not a serious one, but when one considers the time required to test the larger types of scales, it presents quite a problem. Let us consider a 2,000 bushel hopper scale, such as is common in our grain elevators. It is not only impractical but impossible to test this type of scale with standard test weights to full capacity. The common method of test is with the use of 6,000 or 8,000 pounds of test weights applied on the empty scale, the scale with a strain load of approximately half the capacity of the scale and again with a strain load equal to full capacity of the scale minus weight of test weights used. We are all familiar with the above method of test and I think we will agree that it is productive of very good results.

During the testing of these scales it is necessary to take every precaution possible to prevent conditions entering which would tend to spoil the accuracy of the test. As a rule, it becomes necessary to shut down the entire elevator. In case of elevators having as many as eighteen scales, closing down the elevator means a lot in time or dollars and cents, and naturally is a matter of vital importance to the operator. The proof of the pudding they say is in the testing of it, and if the check weights, that we get daily, mean anything at all it would seem that the amount of time we spend in making a test is well spent and fully justified.

Were it not for the hardships that would be imposed on the elevator owners, in the matter of time, etc., the ideal way to test a scale of this type would be by the use of the built up test. If properly carried out this method would enable one to tell what the error was under any given load and is conducive to the greatest degree of accuracy, and should be used at least in making the initial test of a new scale.

After this initial test is made and the scale placed in service in proper seal it is not very likely that any conditions which might creep into the scale later would go unnoticed with the use of the present method of testing. Therefore, I would say I think we have reached a happy medium.

A scale mechanic is confronted with problems that are sometimes answered at the expense of accuracy. As a rule he has a certain territory to cover and a certain number of scales he is expected to take care of. This territory and the number of scales he is expected to take care of is in a great many cases entirely too large. Should he be required to make any extensive repairs on a given scale the rest of his work suffers in proportion. There is a great temptation for a scale mechanic to make speed. I know of one whose slogan seems to be "A scale a day keeps the boss away." Again the question of time seems to play a very important part when accuracy is considered.

There are, however, many cases where a scale inspector or mechanic is confronted with the problem of making temporary repairs time and again in order to bring his scale back into seal, when he knows from past experience that when he comes back he will find his scale out of seal again, due to some more serious condition in general type of construction, etc. He makes these minor repairs and brings his scale back to seal and makes his recommendations as to what the scale finally needs, to his superior officer, who should give him his full co-operation. The executive or administrative officers hold a very important position. It is within their power to make or defeat accuracy at will.

H. J. Frerichs, assistant freight claim agent of the Northern Pacific Railway, St. Paul, Minn., read a paper on "Grain Claims," which is published in full elsewhere in this number of the Journal.

After the luncheon on Wednesday given by the Minneapolis Civic and Commerce Ass'n the scale men as guests of the Minnesota Ass'n of Inspectors of Scales and Measures were taken on a tour of inspection of points of interest winding up with a picnic lunch at Lake Minnetonka.

W. E. Thompson, supervisor of scales for the State of Minnesota, who is thoroly well posted on the mechanical end of weighing, in his address "Weighing Conditions and Weighmen versus Good Scales," chose to dwell on the personnel rather than the mechanism, saying:

WEIGHING CONDITIONS AND WEIGHMEN.

If the operator should be indifferent to the following conditions:

1. Dirt in the scale pit, in the scale bearings, around the pivots and on the levers;
2. If there should be a repeated failure to daily examine the scale and all of the facilities, in the case of grain hopper scales, attendant upon the delivery of grain to the scale;
3. If the beam is yanked sideways in the printing of the ticket or for other reasons;
4. If buckets from the belt, sticks, strings or other obstructions accumulate in the garners;
5. If garner slides and garners should not be kept free from leaks;
6. Lax methods employed in the operation of the scale, in balancing the beam and in the other essential elements of weighing;
7. If there is a sustained and a repeated failure to balance the beam, daily or at every opportunity, during the day;
8. If the operator should permit the snubbing of cars on the track scale by the use of sticks of a violent bumping of cars off of the scale;
9. If, as on one occasion was reported, weighing is done with the scale out of balance, due to instructions from superior officers of the owning concern, not to touch anything mechanical about the scale, other than to merely operate the beam and poise, good weights will not be the result.

Then, regardless of how fine the installation may be, how adequate the foundation and scale, good weights from such a machine will not be regularly obtained.

The failure of elevator builders to first make provision for adequate foundation for the hopper scale in a terminal elevator is something that has been the curse of a scale man's life for a good many years. It has often happened in times past that plans for an elevator would be prepared and everything taken care of for the arrangement of machinery and then someone would spring the bright idea that perhaps they had better have a scale put somewhere to weight the grain. If a hole could be found for it anywhere, that is where it went, and often it was placed in a corner and on the cribbing as a foundation. This, as you know, has variable levels, depending upon the soil upon which the elevator is constructed and depending upon the load that is in the house.

All of these conditions are mechanical. All can be rectified and yet how many times when weights over such scales do not seem to check with weight taken over other scales, is the conclusion immediately jumped to that the scale is at fault. As a matter of fact, the weighing machine itself may be functioning, and nine times out of ten is functioning, to within a reasonable degree of accuracy, which we, in the scale world, call within its tolerance or allowable error, and other things than the machine itself are causing the variation in weights.

The pres. appointed the following resolutions com'ite: C. C. Neale, E. C. Jackson and H. B. Glaze. Nominating com'ite: W. E. Thompson, B. B. Gordon and C. G. Stody.

L. R. Boyer, sales engineer of Fairbanks, Morse & Co., read a paper on "Changes in Specifications and Requirements, with Their Influence on the Manufacturer," which will be published later.

A. F. Hainlen, of the State Weights and Measures Department, St. Paul, in the course of his address on the "Installation and Maintenance of Motor Truck Scales," said:

"Protective housing is another point which seems to be somewhat neglected. All have occasionally found it impossible to test scales because of the high winds to which the devices are too often exposed. The users of these scales cannot be waiting for calm days to do

[Continued in column 1.]

Railroad Claims

By H. J. Frerichs of the N. P. R. R. Before National Scalesmen's Association

Grain claims usually are for the difference between the weight the shipper loaded, or thinks he loaded into a car and the weight at destination. The chief difficulty the railroads have, in a claim way, is with the point of origin methods of determining the amount loaded. Let us, therefore, see for a moment on what some of these claims are based.

Grain simply loaded into a car, on track, usually by the grower, and the weight computed on the basis of what he estimated this grain would run per acre.

Loading direct from threshing machine and using the so called threshing machine weight.

Hauling a certain number of loads and basing on the size of the wagon bed, figuring so many bushels to an inch.

Computing the contents of a car on its known size, depth loaded and test weight per bushel.

"Special bin"—placing a certain amount of grain into a bin at various intervals, perhaps removing some at other times, all of which has been recorded (if it is not overlooked) and finally loading what remains in the bin, into a car. This may cover a period of operation of several months.

Grain actually weighed over some kind of scales.

From this you will see that, as scale men, you are not interested in the first five sources of our troubles.

In taking up the scale feature I am not referring to any particular manufacturer's product or make of scale. I am simply referring to different types and citing the troubles we have in a claim way.

There are in use various types of scales used in the weighing of grain into cars at country elevators.

The ordinary hopper scale, weighing about from 3,000 to 6,000 pounds to a draft.

Automatic scales, weighing from 100 to 600 pounds per dump.

Wagon scales, usually located outside.

Track scales.

Hopper Scales.—Very frequently we find these scales, especially in the old elevators, installed on the frame of the house so that with the varying load in the house which causes it to sag, the scale, of course, sags with it. I have in mind one house in North Dakota, some years ago, where the scale was lower by more than an inch on one side than on the other. I have seen a hundred pound counterpoise weight intended for use on a certain scale, switched for use on another scale of different construction. I have seen screws, which some sliding poise weights have to fasten them, removed. I have seen the hopper of a scale so bound against the side of a bin that I could not pry it away with a small bar.

In late years much has been done to improve conditions, especially with respect to installation, thanks to architects and scale engineers. Most of the scales in newly constructed houses are built on separate foundations and ample room allowed to enable proper operation.

Room for Improvement.—There is, however, vast room for improvement in the inspection of scales. Some of the states, Minnesota, for instance, have departments to look after the scales and see that they are in proper condition; even this is rather infrequent, but it is the best that can be done at the present time. In some other states, however, there is no such inspection. Usually the sheriff or his deputy does the scale inspecting. He knows very little about scales and has no instruments except a few test weights and in some cases, scales are no more accurate after his so called inspection, than before.

Automatic scales.—I wish that the producer of this scale had hit on some other name besides "Automatic." Webster says automatic means "Having an inherent power of action or motion," and that is exactly what some of the operators of this class of scale expect of it.

It is true that some are improperly installed, both as to framework and location. I believe an automatic scale should be placed on a separate foundation so that it will not receive the constant vibration from the other elevator machinery, and on the work floor where it can be observed closely, and not in the cupola. There are, of course, arguments on both sides, one is that by having the scale in the cupola the grain drops direct from scale to the direct spout without having to be elevated after being weighed, and consequent chances for diversion. However, I feel that if there is a separate leg for the back pit there is little danger for diversion and these chances are more than offset by the advantage of having the scale where it can be looked after properly.

Going back to my objection to the word "automatic": the reason I object to it is that too many of the operators take this to mean that as soon as they have one of these scales installed, all their troubles and labor of weighing grain into cars are over. They take the advertising matter which says "these scales need

but little attention" literally, and even stretch it a point.

I have gone to elevators, found a car being loaded, looked all over the place for the manager, and finally found him across the street playing pool. I have seen some of these scales so located that it was next to impossible to get to them, in the darkest corner up stairs, so covered with dust and spilled grain that a person could not see that they were scales. Such locations are a constant source of erroneous weighing because the scales are too dirty. They can hardly be properly compensated and are not, and the tally records misread.

We find many, many operators who do not know how to adjust the compensating beams, and I have also had instances where a weight was left out of the weight box. I have seen scales dumping when there was only about ½ bushel in it instead of 3 bushels, due to something being out of order. The manager, however, was busy elsewhere.

It is gratifying, however, to be able to say that the foregoing are the exceptions and not the rule. We have in our office records that conclusively prove that the men are giving their attention to the scales and other facilities used in the shipping of grain, so that all their weights hold out with terminal weights so closely that there is no opportunity for claims.

Some one said, in an article in the *Scale Journal*, referring to the inspection of automatic scales "when you have completed your test of the self-adjusting automatic scale you have a complete line upon the results obtained over such a scale and not merely of any mechanical defects in the scale itself."

This is not saying what the results will be the next week or even the next day, as most of the trouble we experience is due to the human element and I believe that if the scale salesmen, selling automatic scales, would impress upon the scale-using public that the automatic scale is a very finely adjusted and delicate weighing machine and that it needs attention, a lot of it, that it is only automatic to a certain extent, that it cannot load a car all by itself, that if they would preach this doctrine, then we would get better results and the salesman would sell more scales.

"A lying scale is worse than nothing, for you think you have a weight when you have not" and it is pretty hard for a claim agent to convince a man or a board of directors, after a fluent scale salesman has extolled all the virtues of a scale and the shippers have invested their "cold cash" that a scale is not giving correct weight (automatically) as they were told.

I feel that scalemen, and by that I mean the manufacturer, salesman, installer and inspector, should carry on a campaign of education with the elevator manager, to impress upon him the importance of the care of the instrument with which he weighs his grain.

Elevator agents are usually employed by someone, usually the owner of the elevator. He is interested primarily in the proper grading and buying of the grain and the correct weighing at the time of purchase.

If his agent gets good dockage and good grades the employer cannot lose, for if there are ever so many errors made in the weighing out it matters not, for if the grain does not go into one car, it is still in the elevator and will go into some other car. But, if the traffic man of the firm, usually located at the large terminals, or the commission merchant, or perhaps an adjustment attorney, discovers a difference between the so-called loading weight and destination weight, the result is a claim.

Now, had that claim not been filed, it would have been all right, the shipper would have been out nothing, but after it has been filed and the shipper gets a copy of the claim, he begins to think he actually did sustain a loss and sometimes it is hard to convince him otherwise.

I believe that if the employer will lay as much stress on the condition of his outweighting facilities and elevator equipment in general and the manner in which they are used, in fact, give as much attention to that feature as he does to see that his agent holds out on net bushels and does not overpay, I am positive a great many claims would be eliminated and there would be no occasion for cars to persistently run short from certain stations, as is very often the case. To illustrate my point, I quote some figures taken from a report made by Mr. H. A. Juneau (State Weighmaster) at Superior, Wis.

Overages and Shortages.—This shows that there were received at Superior in 1923, from country houses, 3,002 cars containing shipper's weight cards. Of these, 23 held out even, 2,300 were short 1,746.820 lbs. or an average of 760 lbs. per car. There were received 1,256 cars which were loaded at Minneapolis over state scales, or scales under state supervision. Of these 10 were even and 1,244 cars were short 269,970 lbs. or an average of 220 lbs. per car. Of the cars moving from Minneapolis 65% are short less than 200 lbs. while from country

points but 39% were short less than 200 lbs., indicating that proper scales and supervision have considerable influence on the grain claims.

During the last few years the carriers of the Northwest have done everything possible in supplying the shippers with the best possible equipment for the transportation of grain. The Northern Pacific alone placed in service last year (1923) 2,688 new box and automobile cars. They also had rebuilt, from the trucks up, 3,854 box cars, making virtually 5,742 new cars for grain carrying purposes, and in spite of all this, the class one railways paid out for grain losses for the year 1923 the sum of \$2,055,321.00.

In summing up the situation, it appears conclusive that the chief cause of wrong weights is due to the human element and not to the weighing machines themselves; that this man failure is 95% negligence that can be corrected and by reason of the neutral position of this Ass'n as between shipper, receiver and carrier, upon you gentlemen, members of this Ass'n, rests the burden of educating the multitude of scale users.

Would Take over Chicago Elevators.

The American Farm Bureau Federation recently made the following announcement:

A plan contemplating acquiring the mechanical and managerial facilities of five large grain concerns and 5,000 co-operative elevators has been presented to the American Farm Bureau federation. This plan proposes that the resulting international grain marketing sales agency become grower owned, financed, and controlled.

This plan was presented to the executive committee of the American Farm Bureau Federation this week. After a four day discussion a resolution was adopted authorizing the president of the Federation "to appoint a com'tee, of which he shall be chairman, of such size and personnel as may by him be deemed proper to complete the study and analysis of the proposition above referred to for the purpose of determining the practicability of the producer undertaking to own the marketing facilities for grain and the practical method by which it may be successfully accomplished to the best advantage of the producer."

The proposed plan includes acquiring the facilities of the Armour Grain Co., Rosenbaum, Grain Corporation, Bartlett, Frazier & Co., Rosenbaum Bros., and J. C. Shaffer & Co.

The proposal contemplates using the facilities of existing exchanges and operating in accordance with their established rules.

The company contemplated in this plan will be at the service of state co-operative pools, elevator exchanges, farmer-owned elevators, and individuals as a grain merchandising agency.

It is understood that the tentative plan has been presented to other farm organizations.

Altho the foregoing sounds definite the project is very much up in the air. The Bartlett, Frazier Co. denies that it is in the deal. That company, like every other elevator operator, has its houses for sale, at a price. Geo. E. Marcy, pres. of the Armour Grain Co., has expressed himself favorably to the idea of helping the farmers work out such a plan.

Of course, if the farmers are bent on owning terminal elevators it is more economical to take over the present plants than to duplicate the facilities by erecting additional elevators.

J. J. Stream of J. C. Shaffer & Co. promises a 5-year co-operation from the present managers of the houses.

So much capital will be required to buy the elevators that it is not likely the plan can be put thru in the comprehensive way outlined. The farmers may take over one or more of the elevators at Chicago as they took over the old Union Elevator at Cleveland, O., several years ago, the disastrous ending of which enterprise was reported fully in the *Grain Dealers Journal* of April 10, 1924, page 431.

Julius H. Barnes told the promoters of the defunct United States Grain Growers, Inc., plainly, just before they organized that there was not the opportunity for profit at the terminal markets, due to excessive competition, that there is at the country stations, and advised them against going into the terminal market business.

THE HUNGARIAN government has decontrolled the export of wheat and rye, assessing only an export tax in kind, amounting to 5%. Whether this tax grain is retained for internal distribution by the government or is to be exported for account of the government with the proceeds in foreign currency accruing to the state, is not clear. Flour exports are free of tax.

An 850,000 bu. Addition to Vancouver's Elevator Facilities

The rapid development of the export grain trade of Vancouver, B. C., has caused many of the dealers in the older markets to gasp with amazement. This natural port on the Pacific brings Alberta's wheat fields several thousand miles nearer ocean transportation than the eastern ports which have handled the major portion of Canada's export grain trade heretofore.

The territory devoted to the production of wheat has been pressing westward, and each season has brought Canada's western wheat fields nearer to the Pacific shore. The enormous crop of wheat produced in Alberta the last three years has helped to depress the price in the European markets absorbing Canada's surplus, with the result that both producers and dealers have come to recognize the necessity of finding a cheaper and more direct route to foreign consumers if western Canada is to produce wheat profitably.

Vancouver merchants, recognizing the great advantage of their port's location, appealed to the government officials at Ottawa to build the elevators needed to store and handle grain offered for export via Vancouver. Their appeal met with a ready response so that the new annex to the old government elevator is now completed and helping to transfer from cars to steamships millions of bushels of Canadian wheat. Much of this wheat has found a ready market in China and Japan, but even were all of it bound for Europe, the transportation cost would be greatly reduced by using the Vancouver route to the seaboard.

Many grain exporters in other markets of the continent have established branch offices at Vancouver and are now equipped to handle cargo shipments from Vancouver with expedition. Seats in the grain department of the Vancouver Merchant's Exchange are selling for \$500.

A Grain Clearance Board has been organized to expedite the loading of grain and prevent the delay of steamships. In fact, nothing has been left undone to facilitate the exportation of grain through that port.

While Vancouver has several million storage capacity, this will no doubt be more than doubled the present season as several new elevators have been planned and contracts will no doubt soon be let for their construction.

Vancouver is credited with having handled over fifty million bushels of wheat from the last crop and no doubt it will handle much more of each crop hereafter if ample facilities are provided for cleaning, storing and loading the grain.

Illustrated herewith is the 850,000 bushel reinforced concrete annex to Grain Elevator No. 1 of the Vancouver Harbor Commission. This storage unit, which is composed of 35 large cylindrical tanks arranged in five rows and the resulting 28 interstice bins, is supplemented by a shipping house at one end which is designed primarily to facilitate and expedite the movement of grain from storage bins to the hold of ocean going vessels. This shipping house is 80 ft. long by 21 ft. 6 in. wide. It is separated from the storage house by a wall provided with small openings for conveyor belts. These openings are protected by automatic fire doors.

The annex is supported by heavy foundation cylinders which extend down to solid rock, an average distance of about 35 ft. below grade. Its high basement is well lighted and thoroughly ventilated, large windows being installed at frequent intervals and the supporting piers being so arranged as to permit easy passage for light and air in all directions.

The bin floor is also exceptionally well lighted and ventilated, a larger percentage of

the walls being devoted to window areas than usual and several monitors have been installed in the roof.

The elevator legs in the lower story of the shipping house are exposed as this story has no outside walls. In hope of minimizing the dust explosion hazard the lower story is not utilized.

The elevator heads are open to the roof and have but a light covering so that any dust explosion could lift their covering without much damage to the building.

Each bin throughout the storage annex is equipped with a vent 10 in. in diameter which extends out through the roof and is protected to keep out snow and rain and yet provides sufficient ventilation to all bins to carry out dust when bin is being filled.

Grain is brought into the new annex by means of three 36 in. rubber belt conveyors which deliver grain from the working house to the story over new storage bins. Another belt of like capacity is also provided for returning grain to the working house.

Above the five rows of cylindrical bins are three 36 in. rubber belt conveyors, the two outside belts being able to deliver grain to any one of two rows of cylindrical bins as well as to one row of interstice bins, while the middle conveyor belt can deliver grain to any of three rows of cylindrical bins and two rows of interstice bins. Below these five rows of storage bins are five 36 in. rubber belt conveyors which deliver the grain to the boots of the four large legs in the shipping house.

The four shipping legs have an elevating

capacity of 15,000 bushels each per hour. The legs are tributary to the three hopper scales which have a capacity of 1,200 bushels each.

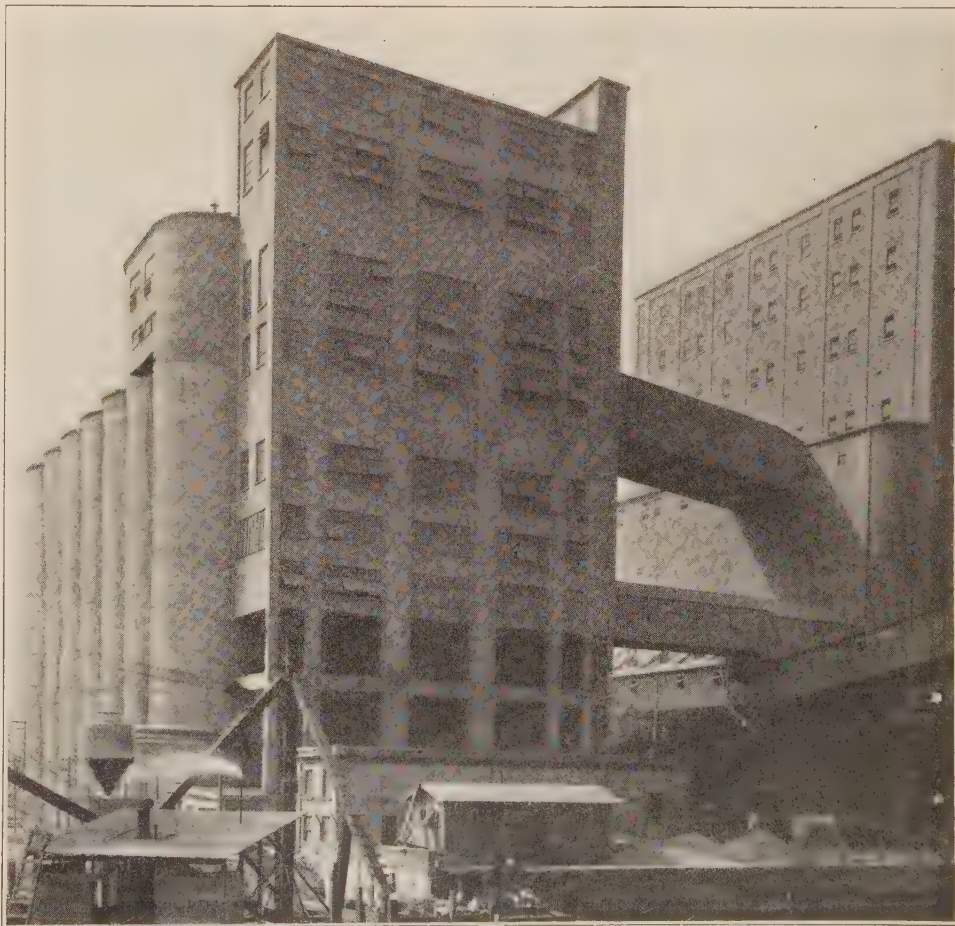
Under each of the shipping scale hoppers is a concrete garner of large capacity with steel bottom. Each garner can spout to any one of six shipping belts, two of which go west to the shipping gallery of the working house and discharge to belts going over the government pier. Four other shipping belts go east to the jetty now under construction which will support conveyor galleries running out to ocean steamships. Contract for the construction of these galleries will be let within the next few weeks.

The house is equipped with the usual dust collecting system including sweep-ups, and the suction fans are also connected with all boots and at heads of conveyor belts.

Each of the 14 conveyor belts is operated by a Westinghouse Motor through Morse Silent Chain drive. Each of the legs is driven by a Westinghouse Motor, the power being transmitted through a Falk double reduction gear. All elevating and conveying machinery was supplied by the Dodge Mfg. Co. All belts and legs are controlled by push buttons placed at different points of advantage. In one corner of the shipping house is provided a modern passenger elevator and an easy stairway in a fire proof enclosure.

The business in sight for the port of Vancouver is so much in excess of present storage and handling facilities that many of the proposed improvements will be needed as soon as the new crop starts to move, and be it said to the credit of the Harbor Commission that it is already preparing the ground for another 1,000,000 bushel addition to elevator No. 1, to include cleaning facilities and a possible extension of car unloading facilities.

The annex and shipping galleries were designed by John S. Metcalf Co., Ltd., who supervised the work of construction which was carried out by local contractors.



850,000-bu. Annex to Vancouver Harbor Commission's Elevator No. 1, which is Shown at the Right. [Another View is Given on Outside Front Cover.]

Seeds

TORONTO, ONT.—Arthur W. Annandale, associated with the Steele, Briggs Seed Co. for 29 years, recently died.

DES MOINES, IA.—The East Grand Ave. plant of the Sargent Seed Co. was recently destroyed by fire. Loss was about \$10,000.

BINGHAMTON, N. Y.—P. J. Quilter recently resigned as sec'y-treas. of E. W. Conklin & Son. It is reported he is considering some out of town connections.

WESLACO, TEX.—C. H. Marshall recently bot out the interest of E. A. Wright in the Weslaco Seed Co. This firm is now building a new brick store building.

PORT HURON, MICH.—B. E. Brotherton, well known seedsman and sugar beet grower, died at his home, May 20, of heart trouble. He is survived by his widow, 1 son and 4 daughters.

AURORA, MO.—The Majestic Supply Co. is erecting a new building to take the place of the one recently destroyed by fire, in which seed and feed was stored. The new building is 82x112 ft.

CRAWFORDSVILLE, IND.—The Crawfordsville Seed Co. was recently incorporated with \$100,000 capital to deal in seeds and seed products. The directors are A. H. Flanigan, Shirl Herr, and F. R. Freeman.

GRAIN AND grain products were loaded into 39,238 cars during the week ending June 7. This was an increase of 2,954 cars over the previous week, and 4,829 cars over the corresponding week of 1923.

GOSHEN, IND.—The Dembufsky Seed Co., after a discontinuance of two years, has again engaged in the seed and feed business. It handles a full line of field and lawn seeds, and a number of poultry foods.

MT. VERNON, WASH.—The Aabling Seed Farms, Inc., has commenced the erection of a 3-story addition to its warehouse. New cleaning machinery gives it a cleaning capacity of 20,000 pounds of seed per day.

MINNEAPOLIS, MINN.—The latest estimate of the 1923-24 crop of flax seed is given at 59,500,000 bus., or 17,700,000 bus. less than the government's preliminary estimate, issued in Oct., 1923.—Archer-Daniels-Midland Co.

SOY BEANS have been so high in price during the past winter for use as seed that the crushers have been put out of business temporarily. The situation is the same as if the manufacturers of corn oil and glucose had to compete with seedsmen for corn to grind. Some of the soy bean oil mills have been shut down for two or three months.

ALPHA, O.—A loss of over \$10,000 was sustained by the Alpha Seed & Grain Co. early on the morning of June 6, when its elevator and warehouse went up in smoke. The building was entirely consumed with its contents of grain, crushed feeds, and machinery. The fire is believed to have started from lightning running in on the power lines. The Xenia fire department saved the office about 40 ft. from the warehouse. Partial insurance was carried.

WETHERSFIELD, CONN.—Stephen F. Willard died on the morning of June 9, at the age of 73, death occurring suddenly while he was on his way to his office in an automobile, in company with his son, Edward. He was a charter member of the American Seed Trade Ass'n and had served as its sec'y from 1896 to 1903. At Atlantic City, in 1903, he was elected pres. of the ass'n, and in 1922 became an honorary member. Mr. Willard is survived by his widow and 4 sons.

AMBOY, ILL.—The Lee County Central R. R., a short line extending between here and Middlebury, Ill., was discontinued for a few months last year. It is now being operated as a freight line and serves 7 grain elevators.

JEFFERSONVILLE, IND.—Thomas J. Lindley, 66 years old, operating a seed, lumber, hardware, and implement business here, died of heart trouble on June 10, following an illness of 2 years which developed to a critical stage 3 days before his death. He was one of the town's most prominent business men and a large stockholder in the First Nat'l Bank. He is survived by his widow, 2 sons, and 1 daughter.

ORANGE, CONN.—Stiles D. Woodruff, 2nd, 29 years old, died at the Watertown, N. Y., City Hospital, Saturday, June 7, following an operation for acute peritonitis, which attacked him on June 1. He was born at Orange, was a member of the 1918 class at Yale University, served overseas during the world conflict. At the time of his death he was actively engaged in his father's seed business, S. D. Woodruff & Sons. His widow, two children, his parents, one brother, and three sisters survive him.

TOLEDO, O.—Clover seed continued its advance again this week, closing about twenty-five cents higher on June 21. Some short covering and fresh investment buying on the upturn. Offerings increased with the advance. Alsike was also strong and sharply higher. Better general demand and light offerings. Poor crop prospects for alsike same as red clover. Timothy acts strong. Quite a little cash changed hands this week. Crop reports bullish. Good demand with trade more active.—Southworth & Co.

SHERMAN, TEX.—A charter for \$300,000 was recently granted the Ferguson Seed Farms, Inc., by the State of Texas. This firm is a re-organization of the old Ferguson Seed Farms; all of Sherman, and a consolidation of the J. A. Hughes Grain Co., Howe, Tex.; Farmers Gin Co., Kenefick, Okla.; and the Ferguson Seed Farms Co., Plainview, Tex. New stockholders have been admitted. Management continues the same as before. The firm is chiefly devoted to pedigreed strains of field seeds.

THE PEDIGREED seeds of Wisconsin will be known in the future as "Elite," according to a late ruling by the Wisconsin Agricultural Experiment Ass'n, which has developed some high-grade corn, field peas, soybeans, and small grains. The organization has decided upon two other grades of pedigreed seeds. The highest grade produced by the members of the ass'n is registered and must trace back to "Elite" for registration. Good grades will be known as "Certified," says E. D. Holden, ass't sec'y of the experiment ass'n.

IMPORTS of crimson clover seed for the 10½ months ending May 15, 1924, were 7,480,800 lbs., compared with 2,148,300 lbs. for the corresponding period ending May 15, 1923. During the year ending June 30, 1923, the imports were 2,262,200 lbs. and 3,442,900 lbs. for the year ending June 30, 1922. Recent imports are fairly heavy, 383,200 lbs. being permitted entry during April and 203,700 lbs. the first half of May. France and Hungary shared equally in supplying about 90% of this quantity, with 10% coming from Austria.

RESULTS FROM testing 42 samples of grass and clover seeds brot from reputable Connecticut dealers to the Connecticut Agricultural Experiment station, showed only one sample, it was timothy, was below standard in germination. With that one exception all samples were between 95% and 99% pure seed. Impurities were mostly other crop seeds. Weed seed percentage was very low. Practically no seeds of obnoxious weeds were found. There being no seed law in Connecticut these results would seem to indicate a demand for high grade seed, which reputable dealers recognize and supply.

KENNEDY, MINN.—August Evert will discontinue handling flour and turn his warehouse into a seed house. He expects to handle 4 cars or more during the new season.

USE OF field, garden, and flower seed generally is a development of the last few years in Mexico, according to Consul W. F. Boyle, San Luis, Potosi. So far it is confined to seeds from the United States, which have a growing popularity and an increasing demand.

THE FIRST steamer flying the Soviet flag to enter the port of Naples, Italy, was loaded with a cargo of over 3,000 tons of grain and arrived on Apr. 25, according to Consul H. M. Byington. This vessel was reported to be the forerunner of a series of similar Soviet ships carrying cargoes of grain from Russian ports. The quality of the grain is said to be inferior to the American and Canadian.

Meeting of Iowa Seedsmen.

The Iowa Seed Dealers Ass'n held its 25th annual meeting at Des Moines, Ia., June 13, and considered seed legislation and parcel post rates.

Officers for the ensuing year, as elected, are: Pres., H. H. McVeigh, Oskaloosa, Ia.; vice-pres., L. G. Wertz, Sioux City; sec'y, A. M. Eldridge, Des Moines; and treas., J. T. Holler, Nora Springs.

Southern Seedsmen Meet.

The annual meeting of the Southern Seedsmen's Ass'n was called to order at Atlanta, Ga., by Pres. H. G. Hastings on June 12.

Pres. Hastings delivered his annual address and H. M. Kilgore read a paper on the "Southern Trucking Industry and Its Requirements in Seed Supply."

Robert Strickland gave a talk on "Credit, Who Is Entitled to It."

Officers elected for the ensuing year are John Ross, Memphis, Tenn., pres.; L. P. Cohen, Huntsville, Ala., first vice-pres.; Chas. Hill, Nashville, Tenn., 2d vice-pres.; Frank S. Love, Montgomery, Ala., sec'y; directors, H. G. Hastings of Atlanta, L. B. Reuter, New Orleans, and W. P. Hall, Louisville, Ky.

Nine new members were taken into the fold. A banquet was given Friday night; and Saturday forenoon all went to the Hastings farm for a barbecue.

Yellowberry in Wheat, Causes and Remedies.

"Why does the wheat buyer, especially the miller, hesitate to buy yellowberry wheat? And if he does buy it, why does he 'cut' the price?" These questions are answered by H. M. Bainer, director of The Southwestern Wheat Improvement Ass'n, as follows: "All buyers of wheat know that yellowberry indicates a soft, starchy condition of the kernel, with a low and poor quality of protein. They also know, that good bread comes from good flour, and good flour comes from good wheat. Yellowberry wheat is sure to make a low quality of flour with poor bread making properties."

"Yellowberry occurs oftener in humid climates, during wet seasons, on sandy soils and on soils that are deficient in nitrogen and organic matter. Experimental data show that any soil treatment which will make more nitrogen available will reduce yellowberry."

"The cheapest and most economical method of supplying nitrogen is thru a system in which wheat is grown in rotation with such legumes as sweet clover, alfalfa, cow peas or soy beans. Soils on which legumes have been grown and new lands that have not been farmed long, nearly always produce high protein wheat, with very little yellowberry. Early preparation of wheat land also increases the available supply of nitrogen and reduces yellowberry."

Meeting American Seed Trade Ass'n.

The 42d annual convention of the American Seed Trade Ass'n was called to order about an hour late on the morning of June 18 at the Drake Hotel, Chicago, by Pres. Arthur B. Clark of Milford, Conn.

The address of welcome by Albert H. Veeder, assistant corporation counsel, was responded to by J. C. Robinson, of Waterloo, Neb. Pres. Clark delivered an address which will be published later.

To report on the recommendations of Pres. Clark the following com'te was appointed: J. C. Robinson, L. W. Wheeler of Gilroy, Cal., and L. L. Olds of Madison, Wis.

Sec'y C. E. Kendel of Cleveland, O., stated that the total number of active and honorary members at the time of the last convention was 232. To this there was added at the last convention 11 new members. Two were lost by failure; 3 by resignation; 2 sold out, and 5 were dropped from the rolls, making a net loss of one. The total present membership is 227 active and 4 honorary.

Cash in bank at the close of the fiscal year showed a favorable balance.

W. A. Wheeler of the Department of Agriculture, who had addressed the Wholesalers, was called upon in the absence of Walter G. Campbell, of the Department, who was on the program for a talk on "The Administration of Federal Regulatory Laws."

The report of H. H. Miller, Bloomington, Ill., on experiment stations was presented and ordered printed.

Dr. David Schmidt spoke on "Does Hardness Unfit a Seed for Duty?"

Wm. G. Scarlett of Baltimore, Md., gave a statement of the finances of the com'te on seed testing and plant disease investigation.

In the afternoon everybody went to the ball game.

Thursday morning's session was executive to consider new members, legislative matters and postal laws.

In the afternoon Leonard Vaughan of Chicago presented the report of the Garden Bureau and called for better support from the members for the Bureau.

A system of cost accounting was submitted by Mr. Barber under which at a cost to the Ass'n of \$4,000 Ernst & Ernst, accountants, would prepare a system for the use of individual members of the Ass'n.

At the banquet Thursday evening the speakers were Judge Chas. S. Cutting and Richard Henry Little the humorist, who wittily told of "The Men I Have Almost Met."

Sec'y Kendel, who has served the Ass'n 21 years, was presented with \$100 in gold.

Calvin N. Keeney of Le Roy, N. Y., was elected an honorary member.

Friday morning's session began with the reading by Sec'y Kendel of a number of communications, one of which was from the Association for Free and Unrestricted Grain Markets; a letter from Sec'y Hoover urging the laying in of a coal supply; a telegram announcing the death June 17 of E. C. Johnson, pres. of the Portland Seed Co., Portland, Ore.

Pres. Clark called for a supplementary report by the membership com'te, and Geo. S. Green, for the com'te presented the names of the O. P. Jackson Seed Co., Inc., Houston, Tex., Geo. P. Sexauer & Son, Brookings, S. D., and Barkemeyer Grain & Seed Co., Chicago, Ill., all of whom were elected by ballot. Members elected the preceding day were Chas. A. Higby of Geo. K. Higby & Co., Rochester, N. Y.; L. P. Gunson of L. P. Gunson & Co., Rochester, N. Y.; Henry Michels of Fond du Lac, Wis.; A. B. Lyman, Excelsior, Minn., and S. M. Harris of the Joseph Harris Co., Coldwater, N. Y.

Dr. J. H. Franklin of Guadalupe, Cal., read a paper on "Flower Seed Service" which brot him applause.

Eugene Funk, Bloomington, made a report for the com'te on counsel, approving the visit

of counsel abroad, and said "We have to comply with 40 odd state laws and it would be to our advantage to have a federal uniform law." The recommendation that counsel draw up a federal interstate seed law was unanimously adopted.

Counsel's report on closer co-operation with state and regional seed ass'ns was adopted.

Attorney Curtis Nye Smith read the Code of Ethics published in the report of the Wholesalers meeting elsewhere in this number and it was unanimously adopted.

The proposal of Ernst & Ernst to prepare a system of cost accounting was adopted, a com'te of 5 to be appointed to aid the accountants in devising the system.

The auditing com'te reported the accounts of the sec'y-treas. to be correct.

For the mail order branch it was reported that they had selected as chairman H. G. Hastings of Atlanta, Ga., and would hold meetings between Oct. 1 and Oct. 10 each year to get a line on supplies by pooling all information regarding prospective yields, so that the prices made in the catalogs would fairly represent the conditions.

J. C. Robinson for the com'te on president's address recommended that the incoming pres. appoint a com'te as outlined in his address on National Horticultural Council.

To co-operate with Ernst & Ernst, a com'te was named composed of Messrs. Vaughan, Bradley, King, Leonard, Roland and Fred W. Kellogg, the latter to represent the field seed interests.

Mr. White moved that crop information be disseminated from time to time by the sec'y or some disinterested person, so that the seed merchant and his competitor would know when there was a serious shortage. Carried.

After a considerable discussion on changing the date of the annual meetings to October it was left as at present to the discretion of the executive com'te to hold it the third or fourth week in June.

L. W. Wheeler was unanimously elected pres. for the ensuing year.

On motion by Mr. Kendel the chair named Messrs. Wheeler, Robinson and Hastings a com'te to nominate the new executive com'te.

Eugene Funk of Bloomington was elected first and Col. W. H. Bruce of Hamilton, Ont., second vice pres. C. E. Kendel of Cleveland, O., sec'y.

The naming of Chas. D. Boyles of Chicago as "assistant sec'y" occasioned considerable merriment, and after considerable discussion as to his "salary" in which Mr. Boyles humorously participated, his emoluments still remain in doubt.

Curtis Nye Smith was continued as counsel; and during the past year the Ass'n has made an arrangement with him whereby in the event of his death all the files he has accumulated during the several years of his work for the Ass'n will become the property of the Ass'n without charge with only the proviso that they be preserved.

Sec'y Kendel read a score of invitations from different cities for the holding of the annual meeting.

Mr. Boyles on behalf of Chicago seedsmen urged that Chicago be made the permanent meeting place of the Ass'n.

The com'te on com'tes reported: executive com'te, Arthur B. Clark, H. G. Hastings, C. C. Massey, Kirby B. White and Leonard H. Vaughan.

Membership com'te: L. L. Olds, F. W. Mangelsdorf, Norval E. Kirby, Geo. S. Green and B. R. Mayo.

A vote of thanks was given the Chicago seedsmen for their entertainment.

A handsome watch was presented to Pres. Clark on behalf of the Ass'n by Mr. Kendel.

Pres. Elect Wheeler urged that the next annual meeting be held in California.

Adjourned *sine die*.

The Exhibits.

An improved roll feed hopper for the Clipper Cleaner was demonstrated by A. T. Fer-

rell, E. J. Eshenbrugh and L. C. Mendenhall of A. T. Ferrell & Co.

Daniel Taylor exhibited seed testing scales "505" and seed scales for fractions of an ounce for the Torsion Balance Co.

The Standard Cleaner, with bag and elevator, was exhibited by the Burch Plow Works Co., of Crestline, O. E. C. Bishop, who was in charge, gave visitors a souvenir thimble and thread mending kit.

A. B. Lyman, the Grimm alfalfa specialist of Excelsior, Minn., showed his Johnson Scarifier and Huller that turns hard seeds into the kind that will germinate.

The Seed Trade Reporting Bureau's equipment was demonstrated by James Anderson, and included the Sho-Gro Germinator, sampling machine and seed dockage sieves.

Annual Meeting Wholesale Grass Seed Dealers.

The annual meeting of the Wholesale Grass Seed Dealers Ass'n was held at Chicago June 16 and 17 with a good attendance.

National legislation in place of a multiplicity of state laws was favored in the discussion.

W. A. Wheeler of the Bureau of Plant Industry of the U. S. Department of Agriculture, made an address.

A. E. Reynolds of Crawfordsville, Ind., made a vigorous address.

For the first time in the history of the Ass'n the president of the American Seed Trade Ass'n was invited to sit with the dealers in every session, and Mr. Arthur B. Clark, pres., took advantage of the invitation to attend the meeting, which was executive.

With the aid of Curtis Nye Smith, counsel of the American Seed Trade Ass'n, a code of ethics was drafted and adopted by resolution, as follows:

Code of Ethics.

The Wholesale Grass Seed Dealers Ass'n, an organization of merchants engaged in the wholesale trading in grass, clover and other field seeds in the United States and Canada, hereby establishes for itself and its members the following duties and obligations, which may be said to constitute a code of ethics:

First—Obedience to the law of the land and in particular to the laws regulating the sale of seeds.

Second—The dedication of the technical and practical knowledge and services of the ass'n and of its members to the improvement of agriculture and horticulture.

Third—In all sales and contracts of sale and advertisements, the members of the association shall practice entire good faith, shall give full and truthful representations of the quality and description of seeds sold or offered for sale, shall scrupulously observe every contractual obligation, and in their trade relations shall studiously avoid the use of terms or expressions that are false or misleading.

Fourth—To competitors in business, the members, their agents and employees, shall act fairly and honorably, which may be defined as the practice of the Golden Rule of "doing unto others as ye would have them do unto you."

This ass'n pledges itself to take every possible means within the powers granted by its constitution and by-laws to enforce the pronouncements set forth in this code of ethics.

New members elected at this meeting are the firm of C. G. Hill & Co., Nashville, Tenn., composed of John M. Butler and Chas. G. Hill; and the Occidental Seed Co. and the Western Seed Growers Ass'n, both of Salt Lake City, Utah.

A com'te composed of Curtis Nye Smith, Geo. Schuyler, Wm. G. Scarlett, C. C. Massie and E. F. Crossland, was appointed to attend the International Congress of Seed Trade Ass'ns to be held in July at London, Eng. The com'te planned to leave on June 28.

Monday night the dealers were entertained at a banquet in an Italian restaurant where Cliff Corneli of St. Louis acted as toastmaster and W. H. Crossland of Milwaukee cheered the diners with his silver-voiced tenor. Major Taggart was called on for an address.

Officers elected for the ensuing year are Fred W. Kellogg, Milwaukee, Wis., pres.; E. F. Crossland, Toronto, Ont., vice-pres.; and Clarence K. Jones, Baltimore, Md., sec'y-treas. Directors: C. C. Massie, Minneapolis; J.

Chas. McCullough, Cincinnati, and R. W. Pommer, St. Louis.

Among those in attendance were: James Birkelund, Minneapolis, Minn.; R. L. Blamberg, Baltimore, Md.; C. E. Brent, Lexington, Ky.; Chas. H. Clark, Ligonier, Ind.; Ben P. and Clifford Corneli, St. Louis, Mo.; James Crossland, Toronto, Ont.; C. Q. Dunlap and W. A. Lauer, of the Courteen Seed Co., Milwaukee, Wis.; Marshall H. Duryea of the Nungesser-Dickinson Seed Co., New York, N. Y.; A. H. Flanagan of the Crawfordville Seed Co., Crawfordville, Ind.; Geo. S. Green, St. Louis, Mo.; Fred W. Kellogg and W. H. Crossland of the Kellogg Seed Co., Milwaukee, Wis.; John Luscombe of Southworth & Co., Toledo, O.; R. S. McCullough and Daniel Carmichael of J. M. McCullough's Sons Co., Cincinnati, O.; Edward F. Mangelsdorf of Edw. F. Mangelsdorf & Bro., St. Louis, Mo.; Mr. Mangelsdorf of the Mangelsdorf Seed Co., Atchison, Kan.; H. H. Miller, Bloomington, Ill.; C. A. Neal, Philadelphia, Pa.; Robert Nicholson, Dallas, Tex.; H. S. Patrick, Kansas City, Mo.; J. G. Peppard, Kansas City, Mo.; F. S. Plant, St. Louis, Mo.; C. E. Prunty, St. Louis, Mo.; A. E. Reynolds and F. N. Howard of the Crabbs, Reynolds, Taylor Co., Crawfordville, Ind.; Paul Schloss, Ligonier, Ind.; W. G. and Raymond Scarlett, Baltimore, Md.; John Smith, Toledo, O.; W. D. Steele, Toronto, Ont.; Lawrence, Hugo and Richard Teweles of the L. Teweles Seed Co., Milwaukee, Wis.; Frank Tisch, Chilton, Wis.; O. T. Watts of the Louisville Seed Co., Louisville, Ky.; Benj. F. Wesley, Baltimore, Md.

Honoring Originator of Grimm Alfalfa.

"Commemorating Wendelin Grimm, resident of Minnesota, 1857-1891, who originated Grimm alfalfa on this farm. Erected June 1924, by the Grimm Alfalfa Growers Ass'n."

Is the inscription on a tablet of bronze set in solid rock on the old Grimm farm now owned by Ferdinand Thurk, near Victoria, Carver County.

The old pioneer had brot with him from Germany in a bag 15 or 20 pounds of alfalfa seed which was sown in the spring of 1858. It was called by the Germans "Ewiger Klee," or everlasting clover.

There were winters when his alfalfa was all but killed, but Mr. Grimm saved the seed of the surviving plants, thereby working out unintentionally perhaps a most rigorous natural selection for resistance to cold.

A. B. Lyman, a Carver county farmer, first saw the stand of what is now called "Grimm alfalfa, on the farm of Tobias Ottinger, near Victoria. The latter told him of its superiority over ordinary red clover as feed for his dairy cows. Mr. Ottinger had obtained his seed from Mr. Grimm, his neighbor, and Mr. Lyman determined to give the plant a trial on his father's farm.

They secured their seed, however, from a commercial seed house and got a fine stand. But the following winter it was all killed out. The difference in the hardiness of the strain was even then hardly realized.

Ten years later, when Mr. Lyman was teaching school in Dahlgren township he found the farmers all growing the "ewiger klee," as the school children called it. He took a sample of the hay home with him and again the elder Lyman determined to try it. Again, however, he bought seed of unknown hardiness, and again had a good stand, after planting it in the spring of 1890.

"It survived the next winter, because it had good snow protection," Mr. Lyman says, in describing their experience, "and the next summer our alfalfa produced three heavy crops of hay. But the second winter, it was killed out entirely.

"We then began to investigate, and, to our surprise, found that the German farmers in the same county had a perfect stand. We finally found out that the men who had succeeded were using Mr. Grimm's seed, while the others had done exactly as we had done and bought their seed elsewhere."

The presiding officer at the ceremonies was C. F. Kirk, a practical farmer of Morris, Minn., who was elected the first president of the Minnesota Grimm Alfalfa Growers' Ass'n when it was organized this spring. The vice president is C. T. Kirkwood of Starbuck, and

the sec'y and treas., Ralph Crim, of University farm. Prof. A. C. Army of University farm is one of the 10 directors.

The memorial speakers included Dean Walter C. Coffey of the College of Agriculture; Prof. Andrew Boss, vice director of the experiment station at University farm, and one of the men who helped to bring the Grimm variety before the public; A. B. Lyman, a seed grower of Excelsior, who discovered Mr. Grimm's achievement while teaching school in the neighborhood and has put the pure seed on the market commercially; Prof. W. R. Porter, of the North Dakota Agricultural College, and N. J. Holmberg, Minnesota Commissioner of Agriculture, St. Paul.

Demagoguery in Congress.

From address by S. P. Arnot, executive vice-president of Chicago Board of Trade before Ohio Grain Dealers Ass'n.

A few years ago when a convention of merchants or bankers or tradesmen assembled they discussed only the problems of their respective businesses. Strictly trade questions overshadowed everything else. They registered their political tendencies only at the polls and went happily on, confident in the belief that an infallible system of government would see to the future security and protection of their business. Dabbling in political and governmental questions was in a sense frowned upon.

Today this situation is vastly changed. Perhaps it is not an exaggeration to say that in 90 per cent of the business gatherings of the past twelve months the subject of legislation and too much government has been the dominant note.

Why has this transition been brought about? Why is the average business man more concerned with and more alarmed over governmental tendencies than over his own peculiar trade problems? The answer is obvious. He has utmost confidence in the growth and prosperity of the country and in the growth and prosperity of his own business—provided (and mark this point well), provided he is given the freedom and assurance of personal initiative. It is over the loss of this old-time freedom that he is distressed. It is the fear of still further inroads that has brought him sleepless nights.

General Charles G. Dawes in his address to the members of the graduating class at Marietta, Ohio, a few days ago, with characteristic directness diagnosed the case of this country when he said, "There is too much quack doctor leadership." "Our farmers in the northwest," he said, "need the truth rather than the cure-all promises of the quack politicians. A true statement of any case is the first essential to a cure and the longer we listen to men like Hiram Johnson the further away the cure will be. The need today," he said, "is leadership fearless enough to face the crowd and fight for an unpopular truth." It is the lack of just such truthful leadership that has caused Europe to drift aimlessly for five years hoping for things that cannot be done. Similar demagoguery in our congress has resulted in soft pedaling and in catering to those who posed as representing elements among the people. It is just such statesmanship that has brought so much discredit on Congress. The country is heartily sick of that quality of leadership and even the quacks and politicians will soon awaken to that fact.

Nothing has been more thoroly demonstrated than the lamentable truth that a certain type of congressman has no desire to be right on public questions so long as he can achieve popularity by being wrong. In view of the wonderful progress that this nation has made the high per cent of economic illiteracy on the part of our modern law makers is most amazing.

The central government concerns itself with all manner of state and local and individual concerns. It looks after our morals, our health, our education, our efficiency, our business methods. The tendency is to resort to the central government for the correction of all real or imaginary wrongs or deficiency in our lives and activities. In the states the same tendency to increase the scope of government is at work. with the result up to this time that, according to estimate, every eleven workers over sixteen years of age supports one government employe and the total salaries of this army of public employes come to the enormous annual sum of \$3,000,800,000.

In the most terroristic days of the Roman empire there was a great historic pest called the "delator." He made a fat living poking his nose into the affairs of his neighbors and carrying tales about them to the imperial authorities. By agreement of historians that person and that institution were, if not a prime cause, at least a prime illustration of the decay and ultimate extinction of the Roman personal private character which conquered the world only to be itself conquered and extirpated by too much government.

Privately and publicly this great issue is surging up. Is the American citizen to be the creature of government and of the mob inspired by government methods or is he to recover the personal privacy, the personal initiative and the individuality which produced the men who among our forefathers assailed the frontier and created the nation?

Government Restrictions.—There, gentlemen, is the situation without embellishment. There we have the answer as to why business men are more distressed over political and governmental problems than they are over their own trade problems. It is an indisputable fact that unless the governmental restrictions on business and personal initiative are not lightened, progress in this country will in the next few years be shackled as it has been in some of the European countries. Men must be encouraged to invest their money, to launch new projects, to break new pioneer trails in the world of commerce. They must not be discouraged, threatened, nagged at, compelled to lay bare before the world their ambitions, dreams and trade secrets. They must not be placed at the mercy of bureaus and commissions and inspectors and investigating bodies with political axes to grind.

Farmers Not in Rags.—The Department of Agriculture recently announced that "agricultural production has arrived at the best general balance since 1920." If this fact were broadcast by the self-appointed leaders of the farmers with the same energy utilized in broadcasting the fable that all farmers are in rags, it would go far toward improving the general spirit.

The Department of Agriculture also informs us that shifts from wheat production into dairying, poultry, swine, corn, alfalfa and general leguminous crops have enabled scores of farmers in the middle west and northwestern states to cut their losses and get farming operations on a profitable basis. The department's information is based on reports from county agents covering 302 counties in Iowa, Illinois, Kansas, Minnesota, Nebraska, South Dakota, Montana, Idaho and Washington. That shows that the thinking farmer is at last making an earnest effort to place his farm on a business basis instead of operating it as a sort of hit-and-miss project, dependent upon everything from the amount of rainfall to the probable demand of Austria for our wheat.

Bank Failures to Northwest.—In the past four years 600 banks in the northwest have closed their doors. That seems, on its face, a startling fact. But remember this—if those 600 banks were consolidated they would not have made a bank the size of one large metropolitan bank. Banking laws in some parts of the northwest have been unbelievably lax. It is a fact that in some districts a man was permitted to open a bank, and begin receiving deposits, with a capital of only five hundred dollars. And even this sum might be invested in furniture and fixtures. In North Dakota, before the weeding out process started, there was one bank for about every 700 people. Money was loaned to anyone on the most flimsy kind of security. Farmers were urged to extend their holdings when every law of common sense indicated the opposite course. It is little wonder then that such a loosely conducted banking system should give way. The pity is that these insecure little institutions that called themselves banks were not weeded out long ago. They do not make for the health of a community.

Improvement in the Northwest banking situation is shown by the substantial reduction in number and volume of these small bank failures. In fact, the pendulum has begun to swing the other way. Through the commendable efforts of the agricultural finance corporation several banks that have been temporarily closed because of frozen assets have been provided with sufficient capital to reopen. This process is going forward but on a very judicious basis. This credit corporation, ably directed and conservative, is opening only such banks as are vital to community service and then only when the opening can be effected with the minimum risk of capital. Fewer, larger and stronger banks, better organized, better managed, with larger capital resources and assets given diversified use; that is the solution of the northwest banking situation. And that is the goal now being sought.

Government subsidies and government bureaus are not wanted by the northwest. All it asks is fair representation. It will solve its own problems, even those of the distressed one-crop minority.

POLISH RYE acreage abandoned is 1,318,000 acres,—about 10%. Area now left for harvesting is 10,841,000 compared with 11,478,000 acres last year. This is a decrease of 5.5%. German abandonment of rye was indicated at 9½%, according to previous reports. Germany and Poland are the big rye producing countries, having produced over 50% of the total reported production in 1923. Large abandonment in these countries means decreased total acreage outside of Russia.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

ARKANSAS

Paragould, Ark.—Our milling plant burned in January, only the mill building burned. Loss \$20,000. We are now re-building same, and will install only corn machinery. We expect to complete it in 60 days. We are in no way connected with the House-Kamp Grain Co., we were formerly the House-Jones Grain Co., but changed our name to the Paragould Milling Co. October 1, 1923.—Paragould Milling Co.

CALIFORNIA

San Francisco, Cal.—The business of the Sperry Flour Co. has been divided into 3 major departments, grain, milling and sales. J. D. Armstrong, who has been with the company for 33 years, and since 1918 has been mgr. for the northwest, has been appointed director in charge of milling. J. K. Smith, who was mgr. of the Sperry Co. in Spokane for a number of years, is director in charge of grain. W. H. Joyce, one of the founders of the Globe Mills in 1895 and later general mgr. of Albers Bros., is director of sales.

CANADA

Winnipeg, Man.—Webb & Kenward, Ltd., were recently incorporated; capital stock, \$250,000.

Tabor, Alta.—The Ogilvie Elvtr., together with 6,000 bus. of wheat and 2,500 bus. of rye, burned recently.

Vancouver, B. C.—The Panama Canadian Pacific Elvtr. Co. has been incorporated; capital stock, \$250,000.

Montreal, Que.—The grain export firm of Quintal & Cooney was recently incorporated here by Henry Quintal and J. Cooney.

Ville St. Pierre (Montreal), Que.—The grain elvtr. of the Eastern Milling Co. was recently destroyed by fire. Partly insured.

Calder, Sask.—The elvtr. of the Bawlf Grain Co. burned June 9 during a thunder storm. Some of the grain will be salvaged.

Kingston, Ont.—Andrew MacLean, 92, who operated the first grain elvtr. here and was the oldest grain merchant in this city died May 16.

Vancouver, B. C.—P. Lloyd Tanner, of Messrs. Spillers, Ltd., has left London for British Columbia in connection with the new grain elevator here.

Edmonton, Alta.—The House of Commons recently voted \$1,000,000 for the construction of a government elvtr. here. The elvtr. is to have a capacity of 2,000,000 bus.

Prince Rupert, B. C.—Premier King is said to have stated in the House of Commons, that provision for a terminal grain elvtr. is to be made in the supplementary estimates.

Rosthern, Sask.—The Lake of the Woods Co. will erect an elvtr. of 40,000 bus. capacity in time for the incoming crop. The company's 20,000-bu. elvtr. here has been razed.

Calgary, Alta.—The International Milling Co., which is building an elvtr. at Moose Jaw, Sask., and an addition to its elvtr. here, is the same company as the Robinhood Mills, Ltd. The Robinhood Mills, Ltd. is owned by the International Milling Co. of Minneapolis, and are one and the same company.

Vancouver, B. C.—Major D. E. Treharne, managing director of the Vancouver Terminal Grain Co., will have charge of the construction and management of the company's elvtr. here. The Major is the son of F. G. Treharne, managing director of the Spillers Milling & Associated Industries, Ltd., of London, England.

In the handling of bulk grain, Vancouver charges are 34 per cent lower than Montreal or Quebec, 26 per cent lower than Seattle and Portland, 20 per cent lower than Astoria, 4 per cent lower than Moose Jaw, Saskatchewan and Calgary, and 18 per cent below Fort William and Port Arthur. This statement was contained in a report made before the grain enquiry board by J. D. Wilson of Wilson & Wilson, chartered accountants on the efficiency and business of the Vancouver Harbor Board.—Portland Commercial Review.

Vancouver, B. C.—The Harbor Commissioners have asked for bids for the construction of the addition to be built to their No. 1 elvtr. annex. With the addition providing for 1,000,000 bus., the total capacity of the government No. 1 elvtr. and annex will be 2,800,000 bus. The Woodward Elvtr. has a capacity of 630,000 bus., and Government No. 2 elvtr., now under construction, will hold 1,500,000 bus., and Spillers, Ltd. are erecting an elvtr. of 2,000,000 bus. capacity. This will give the port a total storage capacity of 6,930,000 bus.

Winnipeg, Man.—The Manitoba government has announced that the United Grain Growers, Ltd. will buy 43 of the governments elvtrs. and will lease the remaining 79. These will be leased for three years at the rate of 8 per cent of the latest appraised value. The valuation, taken in 1922 amounts to \$933,606 for 123 elvtrs. One of the elvtrs. has burned since. The company, it is said, will pay \$65,000 in cash, the balance of the money will be paid during a period of 10 years with the usual interest. The sale price exceeds the appraised value of \$7,600 each, or \$326,000 for the 43 elvtrs. The purchase price is said to be around \$400,000.

Regina, Sask.—If the present plans are carried out, this year should be the largest building year since the pre-war period for the Saskatchewan Elvtr. Co. An unofficial estimate of the proposed building program for the season is half a million dollars. While actual operations have only started at eight points, Eskbank, Romance, Totnes, Ceepee, Nokomis, Hummell Siding, Wadena Marquis, McMorran and Penkill, organization is now underway at 32 other points, the building at several places depends largely on the fate of the Canadian National Railways program in the Senate. Following is a complete list of points where construction is underway or where organization with a view to building is carried on: Adine, Amberly, Amdewanda, Balcarres, Booth, Browns, Ceepee, Eskbank, Forrester, Hummell, Isham, Juniper, Lacadena, P. R. S. of LaPorte, Leckford, Lone Rock, Marquis, McMorran, McKagne, Meacham, Messer, Neidpath, Nipawin, Nokomis, Nut Lake, Penkill, Quill Lake, Romance, Strong, Sylvania, Totnes, Vera, Wadena, Waterfield, White Bear, White Rose, Witley, Yarbo and Dingley. If this season's plans are carried out, the company will own and operate a total of 430 elvtrs. The company's storage capacity will be increased by 1,200,000 bus., bringing it up to 16,200,000. The terminal capacity is 15,100,000 bus.—Sask. Co-op. Elvtr. Co.

Seaforth, Ont.—The Huron Flour Mills, Ltd., recently bot a 250-bbl. flour mill here and are remodeling it. The mill will have an output of 600 bbls. A. E. Ratz is an active partner and is personally supervising the remodeling of the mill.

COLORADO

Denver, Colo.—The Kellogg Grain Co. has been incorporated; capital stock, \$20,000; incorporators, L. J. Kellogg and C. B. Kellogg.

Amherst, Colo.—I have been obliged to resign my place as mgr. of the O. M. Kellogg Grain Co. on account of dust in a country elvtr. I am taking a rest and vacation at Oxford, Neb., for about one month. A Mr. O. Van Meter took my place with the O. M. Kellogg Grain Co.—O. B. Elliott, Oxford, Neb.

IDAHO

Craigmont, Ida.—The plant of the Vollmer Clearwater Co. was damaged by fire May 21.

Pocatello, Ida.—The Producers' Milling & Elvtr. Co. has been incorporated; capital stock, \$1,000,000.

Pocatello, Ida.—The Producers Milling & Elvtr. Co. has been incorporated; capital stock, \$1,000,000.

Montpelier, Ida.—The concrete 100-bbl. mill of the Miles Milling & Elvtr. Co. has been completed.

Troy, Ida.—Mail addressed to the North Idaho Wheat Growers Warehouse Corporation, has been returned marked, "Defunct."

ILLINOIS

Craig, Ill.—Elmer Reed of LeRoy, Ill., has bot the elvtr. here.

Ospur, Ill.—Elmer Reed of LeRoy, Ill., recently purchased the elvtr. here.

Colmar, Ill.—D. A. Alexander is mgr. of the Farmers Elvtr. Co.'s elvtr. here.

Panola, Ill.—The El Paso Elvtr. Co. is painting the new addition to its elvtr. here.

Heman, Ill.—The plant of the Heman Co-op. Co. was slightly damaged by the windstorm June 16.

Morris, Ill.—The Morris Grain Co. will install two clippers in its new elvtr., which is nearing completion.

Kingston, Ill.—The windstorm on June 19 caused a small loss at the plant of the Kingston Farmers Co-op. Co.

Earlville, Ill.—A. E. Bader, mgr. of the Earlville Farmers Co-op. Elvtr. Co., is recovering from an operation.

Edwards, Ill.—Mr. Kessler, who has had charge of the Farmers Elvtr. Co.'s elvtr. here, has leased it for five years.

Burnside, Ill.—The Alexander Lumber Co. is now operating the elvtr. and conducting the grain business of the Hensley Bros.

Maquon, Ill.—Geo. H. Walters has succeeded Thos. Melton as mgr. of the Maquon Farmers Elvtr. Co. Mr. Melton died in January.

Hagerstown, Ill.—F. B. Reeves, who has been mgr. of Valier & Spies Milling Co.'s elvtr. here, is now mgr. for the company's plant at Vandalia.

Somonauk, Ill.—The stockholders of the Farmers Elvtr. Co. will soon hold a meeting to discuss the question of reorganizing as a co-op. company.

Reynolds, Ill.—Geo. W. Scheiss has succeeded J. A. Seaver as mgr. of the Reynolds Farmers Co-op. Elvtr. Co. Lewis C. Davis will continue to serve as assistant mgr.

Litchfield, Ill.—Elbert Mansfield, 13, Max Hall, 11, and John Hollers, 18, have been arrested for starting the fire which burned the Buscher-Carrico Grain Co.'s elvtr. The boys confessed.

Sicily (Pawnee p. o.), Ill.—The stockholders of the Sicily Farmers Grain Co. held a meeting on June 18 to decide whether or not the corporation should be dissolved.

Clinton, Ill.—Elmer Reed of LeRoy who recently purchased the elvtrs. at Ospur and Craig, will receive his mail here at R. F. D. 5. Mr. Reed also owns elvtrs. at Sabina and Glenavon.

Lanis, Ill.—Hight & Cline of Decatur have leased the Ed. Hendricks elvtr. and taken possession. G. R. Lane, formerly mgr. of the Hendricks elvtr. here, has been employed as mgr.

Champlin (Fairbury p. o.), Ill.—The elvtr. of the Champlin Farmers Grain Co., which burned May 16, will be rebuilt by Geo. A. Saathoff of Peoria. It is to be finished by July 15.

Vandalia, Ill.—Thos. Capps, who had been mgr. of Valier & Spies Milling Co.'s plant here for 27 years, retired June 1. He is succeeded by E. B. Reeves. Mr. Capps will be pensioned by the company.

Stockland, Ill.—The Stockland Farmers Grain & Lumber Co. has been incorporated; capital stock, \$50,000; incorporators, A. T. Sumner, E. C. Sumner, R. S. Lockhart, F. M. Chancellor and Jennie E. Sumner. The company will build and operate lumber yards, coal yards and grain elvtrs.

Farmer City, Ill.—We recently bot elvtrs. at Fullerton, Dewitt and Birbeck from Harrison Ward & Co. We also leased elvtrs. at Ospur and Craig from C. F. Scholer, Bloomington, Ill. We are operating these elvtrs. in connection with the ones we already had at Farmer City, Kumler and Glenavon, making a total of eight stations.—Scholer & Gring.

Manlius, Ill.—We have taken over the elvtr. formerly operated by Bollman and Stremmel and now have a total capacity of 100,000 bus. with two houses. This firm is the only one here and is operated by the farmers. Mr. Stremmel is no longer engaged in the grain business here. We understand that he expects to enter the bulk station oil business.—Manlius Grain & Coal Co.

Auburn, Ill.—The Farmers Elvtr. Co. has purchased the grain, feed and flour business of P. S. Bronaugh. Mr. Bronaugh has been in the business since the early 60's, when he started in business with his father at Virden. The plant here was purchased by him in 1880. Mr. Bronaugh is nearing his 82nd year and will leave soon to make his home with his daughters in Muskogee, Okla.

CHICAGO NOTES.

John M. Morey & Co., brokers, members of the Chicago Stock Exchange, have listed in their bankruptcy petition \$162,047.59 liabilities and \$82,254.12 assets.

The firm of Pearson & Jost is successor to Pearson & Rothschild and is conducting a general grain commission business in the same offices in the Board of Trade building. Mr. Rothschild retired on account of ill health. He is succeeded by F. A. Jost, who has been associated with D. Rothschild Co. for the past six years. Mr. Jost will specialize in sales to the mixed feed trade.

INDIANA

Fairmount, Ind.—A. A. Ulrey of the A. A. Ulrey Co. died recently.

Indianapolis, Ind.—John F. Wild's grain elvtr. was damaged by fire June 15. Loss, \$2,000.

Freeport, Ind.—The plant of the Freeport Milling Co. was damaged by the windstorm June 8.

Frankfort, Ind.—I have not purchased any grain elvtr., but have engaged in another line of business.—C. Cunningham.

Clymers, Ind.—Hirsch Bros. Grain Co. is installing a McMillin Wagon and Truck Dump to accomodate two dumps in the elvtr.

Galveston, Ind.—Harley Walker, mgr. of the Farmers Co-op. Elvtr. Co.'s elvtr., has again assumed part of his duties. Mr. Walker was seriously injured at the elvtr. in April.

Marion, Ind.—A. W. Maegerlein recently bot the elvtr. of the Farmers Grain & Feed Co. and will conduct a flour, feed, grain and coal business there.

Warsaw, Ind.—Kraus & Apfelbaum, Inc., have leased the Farmers Co-op. Mill & Elvtr. Co. elvtr. for three years. G. Knisley will manage both the Warsaw and Pierceton elvtrs.

Fishers, Ind.—John A. McComas and Paul W. McComas have taken over the grain elvtr. formerly owned by F. P. McComas, and will operate it under the firm name of McComas & Son.—J. A. McComas.

Castleton, Ind.—John A. McComas and Paul W. McComas have taken over the grain elvtr. formerly owned by F. P. McComas, and will operate it under the firm name of McComas & Son.—J. A. McComas.

Camden, Ind.—We have bot the Ray & Rice elvtr. and will continue to operate same, in connection with the elvtr. we purchased from the Farmers Co-op. at this place, five years ago.—Urmston Grain & Seed Co., Harry K. Gardner, mgr.

Arcadia, Ind.—The value of the Farmers Co-op. Co.'s elvtr. as fixed by the appraisers is worth about half as much as during high prices. The elvtr. is in the hands of a receiver. The value was fixed at \$20,000. During peak prices the elvtr. sold for \$34,500.

Seymour, Ind.—The case of Sarah Groub against Tipton S. Blish involving, according to the complaint, the control of the Blish Milling Co. and a \$400,000 stock transaction, was won by the defendant. The attorneys for the plaintiff announced that the case would be taken to the Appellate court.

Frankfort, Ind.—A fire, thot to have started in a cob house of the C. B. Wallace Elevator, completely demolished the structure on June 14. C. B. Wallace, manager, estimated the loss at \$50,000, partially covered by insurance. Only a small amount of corn and grain was in the building when the blaze started.

Earl Park, Ind.—Creditors of the defunct Richland Grain Co. met at Otterbein. Total appraisement of the two elvtrs. was \$75,000 and the land was valued at \$200 per acre. A new manager will be appointed. A number of the creditors thot \$75,000 too high an appraisal as it would interfere with quick disposition, and expressed \$30,000 as about what the property would bring, but no action was taken. E. G. Hall, Fowler attorney, was appointed chairman of the creditors. The elvtrs. were located at Earl Park and Gravel Hill.

Poneto, Ind.—John Turner, parole violator, was recently arrested in connection with the stealing of clover seed from the Farmers Elvtr. Co.'s elvtr. Turner admits that he sold clover seed to the elvtr. which he knew was stolen but does not confess that he stole the seed or admit that he had anything to do with the theft. He has furnished the name of a man, whom he declared was the thief, but said he had gone west. Police officers believe that he may have given a fictitious name just as he did when he sold the clover seed April 29, under the name of Geo. Roberson.

Kokomo, Ind.—The case of J. A. Horn versus the Farmers Grain & Supply Co. of Windfall, was being heard yesterday in circuit court before Judge John Marshall. The plaintiff, who was the contractor for the erection of a farmers co-op. grain elvtr. and warehouse at Windfall, has a suit to foreclose a mechanics' lien on the property, alleging that \$3,100 is yet due as his payment for the work which was to be done on the cost-plus plan. The defendants are alleging that that structure was not to have cost more than \$20,000, whereas it cost \$56,000. The defendants also are making a plea of payment.—Dispatch.

Mexico, Ind.—The Mexico Elvtr. & Live Stock Co. and the Michigan Millers' Mutual Fire Insurance Co. have filed a \$15,000 damage suit against the Pennsylvania railroad. The suit is being tried in circuit court at Wabash, Ind., and resulted from a fire which burned the Mexico elvtr. January 21, 1921. The fire is alleged to have been caused by a spark from a passing locomotive.

IOWA

Dundee, Ia.—F. W. Meyen & Son has been succeeded by Ralph D. Meyen.

Oakville, Ia.—We are installing a motor, also a 10-ton Howe scale.—Oakville Grain Co.

Newton, Ia.—Denniston & Partridge Co.'s plant was damaged by fire caused by lightning June 12.

Welton, Ia.—We will do very ordinary repairing such as putting on roofing and new belting.—Welton Elvtr. Co.

Hobarton, Ia.—James Elder of Spencer has succeeded E. R. Rising as mgr. of the Farmers Elvtr. Co.'s elvtr. here.

Northwood, Ia.—H. H. Douglass has been elected mgr. of the Farmer Co-op. Elvtr. Co. and will take charge July 1.

Gilbert, Ia.—I have sold my elvtr. here to C. C. Buck of Iowa Falls, Ia. Possession to be given July 1.—G. D. Mabie.

Vining, Ia.—An electric motor has been installed in the Home Lumber Co.'s elvtr. The company is also making repairs.

Wapello, Ia.—The Farmers Elvtr. & Exchange recently installed a 24-inch Munson Ball Bearing Mill, which is driven by steam power.

Vancleve, Ia.—D. M. Glidewell is now associated with Pothast & Glidewell's elvtr. here. Mr. Glidewell was formerly mgr. of the elvtr. at LeGrand.

Nevada, Ia.—Burglars recently entered the grain and coal office of Frazier & Son and rifled the safe. They took nothing of any consequence.

Shambaugh, Ia.—Elmo Enarson of Villisca bot the interests of F. A. Gronert in the flouring mills here and will take possession about July 15.

Pleasant Prairie, Ia.—Wm. C. Herman has installed a 30-inch Munson Mill with 2-40 h.p. motors direct connected, in the elvtr. which he recently built.

Hampton, Ia.—I am not in the grain business, only sometimes ship grain from my farms myself.—J. R. Reeve. Mr. Reeve's elvtr. burned in June, 1919.

New Hartford, Ia.—The New Hartford Elvtr. Co. recently installed a 24 inch Munson Ball Bearing Attrition Mill equipped with 2-25 h.p. Howell Red Band Motors.

Conrad, Ia.—F. O. Ray, mgr. of the Farmers Elvtr. Co.'s elvtr. here, has resigned and will leave July 1. Mr. Ray has accepted a position as salesman for a Milwaukee firm.

Aetna (Coydon p. o.), Ia.—F. A. Gronert has purchased the feed mill on the Nodaway river. It is said that he will probably add machinery and continue the mill for both feed and flour.

Ocheyedan, Ia.—Roy Miller resigned as mgr. of the E. A. Brown Grain Co.'s elvtr. here, and has been succeeded by Ed. Noehren. Mr. Noehren was formerly employed as mgr. by Mr. Brown.

Fort Dodge, Ia.—J. H. McClellan, who has been with the Trans-Mississippi Grain Co. for some time, has gone to Burlington where he has accepted a position as press operator for the Burlington Hawkeye.

Whitten, Ia.—I will take possession of the elvtr. I purchased of the Farmers Co-op. Elvtr. Co. here July 1. This is the elvtr. the farmers bot of A. J. Mabie four years ago.—G. D. Mabie, Gilbert, Ia.

Estherville, Ia.—Greig & Son will build an up-to-date grain elvtr. to take the place of the one recently burned. It is to have a capacity of 35,000 bus. and will cost about \$15,000. The contract has been let to a Sioux City contractor.

Arcadia, Ia.—The Farmers Elvtr. Co. recently awarded the contract for the construction of an elvtr. of 20,000 bus. capacity to the T. E. Ibberson Co. The elvtr. will be iron clad, have nine bins and one leg. A Strong-Scott Dump will be installed.

Des Moines, Ia.—Electric light and power companies of Iowa are spending \$50,000,000 this year for extensions and improvements to take care of new business. Iowa's average electric power rate, according to the last U. S. census figures available, was not only lower than that of any other agricultural state, but was lower than the rates of such manufacturing states as Massachusetts, Connecticut, New Jersey, Ohio, Indiana and Illinois.—F. G. & Co.

Haverhill, Ia.—It is said that as neither the directors nor the stockholders would take over the guaranty, the Farmers Co-op. Exchange will be dissolved by mutual consent. The assets of the Exchange, including a grain elvtr. and personal property, are to be liquidated. The liabilities are listed at \$15,000. The closing of the firm follows the failure of the Farmers Saving Bank here, which caused a considerable loss to the depositors and the stockholders. Plans for a new company are being considered.

KANSAS

Luray, Kan.—The plant of the Farmers Elvtr. Co. burned June 18.

Norton, Kan.—The Peerless Mill will shut down for repairs.—James O'Toole.

Garden City, Kan.—L. F. Beatty is now mgr. of the Farmers Elvtr. Co.'s elvtr. here.

Ness City, Kan.—A. N. Reid has been appointed mgr. of the Lindsborg Mill & Elvtr. Co.

Dodge City, Kan.—The state grain inspection office here will be re-opened about July 1.

Norton, Kan.—J. N. Snyder has succeeded James O'Toole as mgr. of the Norton Co-op. Ass'n's elvtr.

Dellvale, Kan.—C. L. Parker has taken over the elvtr. formerly operated by the Derby Grain Co.

Salina, Kan.—The J. E. Bennett Co., Chicago, opened an office here June 16. Frank Durkin is in charge.

Solomon, Kan.—Geo. Tank has succeeded E. D. McCollough as mgr. of the Farmers Grain & Livestock Co.

Quinter, Kan.—J. C. Brown of Sylvan Grove, Kan., is in charge of the Shellabarger Mill & Elvtr. Co.'s elvtr. here.

Emporia, Kan.—The plant of J. R. Soaden, proprietor of the Soaden Mill, was damaged by the windstorm June 7.

Antelope, Kan.—The elvtr. of the Larabee Flour Mills Corporation was damaged by the windstorm some time ago.

Norton, Kan.—C. L. Parker has taken over the elvtr. formerly operated by the Derby Grain Co.—Derby Grain Co.

Salina, Kan.—The Beyer Grain Co. of Wichita, has reopened its branch office here. W. A. Talbot is mgr. for the concern.

Kinsley, Kan.—W. E. Davis of Alden, is now in charge of the Kansas Flour Mill Co.'s elvtr. here, succeeding Sid Smith.

Hamlin, Kan.—We bot the elvtr., coal bins and feed business of the Hamlin Co-op. Ass'n on the Grand Island R. R.—Hanel & Miller.

Hartford, Kan.—Carpenter & West's elvtr. was slightly damaged by fire June 7. A gasoline engine is said to have started the fire.

Cedar Vale, Kan.—We are doing scarcely any car lot business and, in fact, very little grain business.—The L. C. Adams Merc. Co.

Halstead, Kan.—The Midland Flour Co., Kansas City, Mo., has purchased the plant and business of the Halstead Milling & Elvtr. Co.

Newton, Kan.—The Midland Flour Co., Kansas City, Mo., recently bot the plant and the business of the Newton Milling & Elvtr. Co.

Johnson, Kan.—We have installed a new boot in our elvtr., made other minor repairs, and painted our buildings thruout.—Johnson Grain Co.

Claffin, Kan.—Work on the construction of the new elvtr. being built by the Colorado Mill & Elvtr. Co. is progressing rapidly. The walls are already up.

Salina, Kan.—The John Hayes Grain Co. opened an office here June 2. C. E. Davis of Wichita will be mgr. and John Hayes, Jr., will be associated with him.

Topeka, Kan.—The Grubb Grain Co. has been incorporated for \$25,000. S. W. Grubb is pres., L. C. Grubb, sec'y-treas., and D. B. Dyer of Smith Center is vice-pres.

Ramona, Kan.—R. O. Clark, formerly of Tampa, Kan., is now mgr. of the Ramona Co-op. Elvtr. Co.'s elvtr. here. Mr. Davidson has resigned and moved to Emporia, Kan.—E. D. Clark, Tampa, Kan.

Wilmore, Kan.—We have purchased W. R. Johnston's elvtr. I am in charge temporarily. We expect to have an agent in charge before the new crop movement.—H. E. Ericson, Grain Dept., Bowersock Mills & Power Co.

Gypsum, Kan.—The concrete elvtr. of the Teichsgraeber Milling Co. is nearing completion. The tanks are almost finished, but the head house, which will be about 18 ft. higher than the tanks, remains to be completed.

Topeka, Kan.—The Central Mills, formerly operated by the Derby Grain Co. was traded to H. C. Wear of Wichita for western Kansas land. The Derby Grain Co. will continue to operate it until July 1.—Derby Grain Co.

Clay Center, Kan.—John Hutchinson, an employe in the plant of the Williamson Milling Co., recently caught his foot in the wheat conveyor at the mill, and suffered fatal injuries. He died soon after being removed to a hospital.

Marysville, Kan.—R. L. Helvering, attorney for the Marysville Mill & Elvtr. Co., recently sent a letter to the creditors of the company informing them that the company was insolvent. The company's plant was entirely destroyed by fire June 9. It was discovered at 1 o'clock in the morning and started on the second floor. The letter states that \$70,770 will be recovered from the insurance companies. About \$45,100 of this amount is already said to have been assigned to the creditors. Other assets of the company include the mill site, salvage from the building and bins, a few accounts, and property stored outside the plant. The company was organized in August, 1919, and was operated as a 50-bbl. mill until last year when the capacity was enlarged to 400-bbbs. per day and \$140,000 was said to have been invested in construction and installation of machinery. The Marysville Mill & Elvtr. Co. writes the following: "Fire was first noticed on the morning of April 9. It evidently started on the first or second floors behind the rolls or the machinery. It might have started in one of the clothes closets on the second floor as millers work clothes were hanging in them. The building, valued at \$29,000, was fully covered by insurance, but received only \$21,000. Had very little grain on hand and no stock insurance. Machinery in the plant was total loss and was covered by insurance, but we did not get equitable insurance however, our claim being reduced to a total of \$17,000. We will not be able to rebuild or continue in the business."

Concordia, Kan.—Keith Carbutt assumed his duties as mgr. of the Bossemeyer Bros. Elvtr. on June 1. Mr. Lane, the former agent, expects to leave for Los Angeles soon.

Hanover, Kan.—C. E. Warthen, who has been mgr. of the Farmers Union Elvtr. Co.'s elvtr. here has resigned and has accepted a position as traveling salesman for the Reagan Grain Co. of Kansas City. He is succeeded by J. M. Hart, formerly a grain dealer of Carleton, Neb.

Topeka, Kan.—The Derby Grain Co. has been dissolved. F. A. Derby, the pres., will continue the business and maintain the elvtrs. formerly operated by the company. S. W. Grubb and C. L. Parker, both formerly with the company, have left and will each conduct a separate grain business.

Topeka, Kan.—I had been connected with the Derby Grain Co. over 20 years, and had been sec'y-treas. since the company was incorporated 13 years ago, and have now started a company of my own under the name of C. L. Parker Grain Co., with offices here. I have also taken over part of the western Kansas elvtrs. of the Derby Grain Co. and will operate them in connection with my office here.—C. L. Parker.

KENTUCKY

Paducah, Ky.—Hiram Preston Hawkins, 79, a retired grain dealer, and a veteran of the Confederate army, died June 6.

Lexington, Ky.—Roy Schooler recently bot the interests of W. F. Champ in the Garrard Milling Co. The firm is now known as the Garrard Mills and is composed of Henry Moore and Roy Schooler. Mr. Schooler has been traveling with the Garrard Milling Co.

MARYLAND

Baltimore, Md.—W. D. N. Thomas, a member of the Chamber of Commerce and well known in the insurance business, died June 12.

Baltimore, Md.—It is reported that the new export grain elvtr. of the B. & O. Railroad Co. will be finished July 1, as originally planned. This elvtr. will replace the two former structures which burned in July, 1922. Work on the elvtr. was started in August, and 500 men are now rushing the work to completion.

Baltimore, Md.—Thos. Johnston has been appointed receiver for H. C. Jones & Co., Inc., grain and hay receivers and exporters, on petition of the company. At the same time a petition was filed for the dissolution of the corporation, which was formed September, 1916. There are but two stockholders, Harry C. Jones and H. Lawrence Jones. The liabilities of the corporation are listed at \$264,389.02, and assets, \$266,092.30.

MICHIGAN

Tustin, Mich.—The new elvtr. being built by the Tustin Elvtr. & Lbr. Co. is nearly finished. The building will be 70 ft. high, 45 ft. wide and 70 ft. long. It stands on the site of the Dighton Grain Co.'s elvtr., which burned in December.

Croswell, Mich.—The safe of the Croswell Farm Bureau Local elvtr. was blown June 8, and the robbers escaped with \$200. The safe had been carried to the driveway, where sacks of corn were piled high around it. The lock was shattered.

Harbor Beach, Mich.—The Huron Milling Co. is building a four-story addition to its wheat starch factory here. The building will be 32x38 ft. and will take the place of the old one. A one-story building, part of which will be used as a warehouse, increases the size of the addition to 120x80 ft. It will be concrete and fireproof.

Lansing, Mich.—The Walton Milling Co. is making a number of repairs at its plant.

Lansing, Mich.—L. M. Swift, formerly of the Swift Grain Co. of Detroit, is now associated with the Ryon Grain Co. He will have charge of the grain department. Mr. Swift will specialize in corn and oats from the corn belt for shipment into Michigan and the eastern states as well as handle Michigan white wheat for the milling trade.

Adrian, Mich.—The 23rd annual convention of the Michigan Hay & Grain Ass'n will be held on Friday, Aug. 15 at Adrian, with headquarters at the Hotel Lenawee. It will be a one day business session followed by a banquet in the evening. An interesting program for both the business session and the banquet is being prepared and a large attendance is expected.—T. J. Hubbard, sec'y, Lansing.

MINNESOTA

Hutchinson, Minn.—D. E. Kerr has erected a building for his flour and feed business here.

St. James, Minn.—Peter B. Lee has succeeded A. M. Hanson as mgr. of the St. James Farmers Grain Co.

Wheaton, Minn.—The National Elvtr. Co. is having repairs on its elvtr. made. T. E. Ibberson Co. is doing the work.

Minneapolis, Minn.—Frank Kelly is now associated with Hallet & Carey Co. and will represent them in this territory.

Crosby, Minn.—The name of the Tanner Supply Co. has been changed to the Range Flour & Feed Co. John H. Lindell is local mgr.

Zumbrota, Minn.—Olaf Lund will succeed Cushman Nesseth as mgr. of the Fleishman Malting Co's. elvtr. here. Mr. Nesseth resigned.

Greenwald, Minn.—Otto Winter has resigned as buyer at the Schulte elvtr. Edwin Schulte is to have charge of the elvtr. during the summer.

Boyd, Minn.—The Eagle Roller Mill Co. will install a Strong-Scott Dump on a Fairbanks Scale at its elvtr. here. T. E. Ibberson Co. will do the work.

Clarkfield, Minn.—The Eagle Roller Mill Co. will install a Strong-Scott Dump with a Fairbanks Scale at its plant here. T. E. Ibberson Co. has the contract.

New Ulm, Minn.—Wm. Silverson, pres. of the Eagle Roller Mill Co. and a well known pioneer miller of the state, died at his winter home in Miami, Fla., June 8.

Kennedy, Minn.—August Evert, proprietor of the Kennedy Grain & Supply Co., will make some repairs in his office this summer, and expects to install a hot air furnace.

Herron Lake, Minn.—The Benson Grain Co. is occupying temporary quarters until the First National bank building, where it expects to maintain an office, is completed.

Vesta, Minn.—The Vesta Grain & Fuel Co. will install a man-lift in its elvtr. at once and make other needed repairs. A new concrete approach is already completed.—R. Crooks.

Morgan, Minn.—The elvtr. of the Eagle Roller Mill Co. of New Ulm, is being rebuilt, a Strong-Scott Dump with Fairbanks Scales will be installed. T. E. Ibberson Co. will do the work. Motor power will be used thruout.

Minneapolis, Minn.—Governor Preus recently re-appointed Arthur Evenson of St. Peter, Minn., as member of the Board of Grain Appeals. Mr. Evenson has served continuously on the board since his appointment by Governor Johnson.

MISSOURI

Perryville, Mo.—The mill of the Perryville Milling Co. has been closed.

Bethany, Mo.—The Bethany Mill & Elvtr. Co. is adding an implement department.

Springfield, Mo.—The Lipscomb Grain Co. is erecting an elvtr. of 150,000 bus. capacity.

Galatin, Mo.—The plant of the Daviess County Milling Co. was slightly damaged by fire recently.

Carrollton, Mo.—The R. V. Seward Grain Co's. elvtr. was struck by lightning June 15. Considerable damage was done.

Eldorado Springs, Mo.—Work on the new elvtr. of Farmers Elvtr. Co. has started, and the elvtr. is to be completed in a short time.

Mound City, Mo.—The mill and elvtr. owned by O. W. Long burned June 8 at night together with grain valued at \$1,000. The plant is operated as the Mound City Mill & Elvtr. Co.

St. Joseph, Mo.—The Taylor-Lightner Grain Co. and The Penney Grain Co. have combined and will conduct their business as a partnership under the name of the Taylor-Penney Grain Co.

Slater, Mo.—The Slater Mill & Elvtr. Co. is building a new warehouse 32x100 ft., and raising its present warehouse to the height of the mill and adding a story to its mill building. A daylight flour packing system will be among the improvements put in.

St. Joseph, Mo.—It is rumored that the Chicago & Great Western elvtr. is to be rebuilt. The elvtr., which burned Feb. 21, was built at a cost of \$54,000 and had a capacity of 125,000 bus. At the time of the fire, it was leased to the Missouri-Kansas Grain Co.

St. Joseph, Mo.—The Taylor-Lightner Grain Co. and the Penney Grain Co. have combined and will conduct their business under the name of Taylor-Penney Grain Co. C. D. Taylor and Smith A. Penney hold the interests. C. B. Lightner is now associated with the St. Joseph Public Elvtr. Co.

Higginsville, Mo.—The Eagle Mill & Elvtr. Co. is building a concrete and hollow tile warehouse to replace the old one which has been torn down. It will stand between the two switch tracks at the mill, and when completed can be loaded from two tracks at the same time. The warehouse will be much larger than the old one.

St. Louis, Mo.—The Veninga-Newell Grain Co. was recently organized here with a capital stock of \$100,000. Joseph Newell, who has been operating independently as a flour and grain merchant, will be pres. and G. A. Veninga of the G. A. Veninga Grain Co. will be vice-pres. The new concern will take over the business of both Mr. Newell and Mr. Veninga and will operate the Belt Elvtr. Offices of the firm will be in the Merchants Exchange.

St. Joseph, Mo.—The Niedorp Grain Co. has been organized with E. A. Gumbert, formerly with Norton-Niedorp Grain Co., as mgr. B. F. Niedorp is owner of the business, and B. W. Niedorp will represent the firm on the road. Offices will be in the Corby building. The Norton-Niedorp Grain Co. discontinued business, effective June 11, to permit the above arrangement. Mr. Norton is also lining up to operate separately as the Norton Grain Co.—N. K. Thomas.

KANSAS CITY LETTER.

Marion Sharp, a cash grain salesman for the Moore-Seaver Grain Co., will retire from the grain business.

The creditors of the Western Grain Co. have been notified by the receiver, B. C. Moore, that their claims must be certified and filed with him before July 1.

J. O. Bradenbaugh, former pres. of the Board of Trade, grain dealer and elvtr. owner, died recently in Happy, Tex. Mr. Bradenbaugh was mgr. for the W. T. Kemper Elvtr. Co. more than 20 years ago.

C. E. Warthen, formerly mgr. of the Farmers Union Elvtr. Co's. elvtr. at Hanover, Kan. has accepted a position as traveling salesman for the Reagan Grain Co. He will have his headquarters at Washington, Kan. and his territory will cover the state of Kansas.

B. C. Moore, receiver for the Moore-Lawless Grain Co. was authorized to pay a 20 per cent dividend to creditors of the company on May 24 by Judge Van Valkenburgh in the federal court. The company is said to have \$80,413 on hand, and the total in claims is quoted at \$247,302.

The membership of Robert Y. Smith in the Board of Trade has been transferred to E. W. McClintic for \$6,250 including the transfer fee. This is \$750 above the price paid for the last membership, which was sold by Logan & Bryan. Mr. McClintic is local mgr. for Thompson & McKinnon, Chicago.

MONTANA

Laredo, Mont.—The H. Earl Clack Elvtr. is closed now.—Gallatin Valley Milling Co.

Dillon, Mont.—The Beaverhead Milling & Grain Co. will close its mill June 30 and does not yet know if it will reopen when the new crop comes in. Joseph T. Leimert, mgr., has resigned and will leave August 1.

NEBRASKA

Utica, Neb.—The only grain business here is being conducted by the Utica Farmers Grain Co.

Stanton, Neb.—The Stanton Mills, which have failed, are not operating now.—W. E. Cook.

Waco, Neb.—Wm. C. Burney succeeded H. E. Francis as mgr. of the Waco Farmers Grain Co. May 1.

Berks (Crete p. o.), Neb.—The Berks elvtr. was bot by us. The elvtr. will be known as the Berks Farmers Elvtr.—The Crete Mills.

Clay Center, Neb.—Geo. Bovingher has purchased the Nye-Schneider-Jenks Co's. elvtr., where he has been mgr. for 20 years.—E. R. Stripp Co.

Gilead, Neb.—The Gilead Grain Co. has been incorporated; capital stock, \$10,000; incorporators, John C. Bodtke, Henry Bartling and others.

Wausa, Neb.—Elmer Servine, formerly mgr. of the Farmers Grain Co. at Thurston, is now mgr. of the Farmers Union Co-op. Ass'n's elvtr.

Thurston, Neb.—The plant of the Farmers Grain Co. was damaged by the windstorm June 7. T. J. Colligan has succeeded Elmer Servine as mgr.

Arcadia, Neb.—I have leased the W. T. Barstow Grain Co's. elvtr. here, and will do a grain business in connection with my live stock and coal business.—Roy R. Clark.

Pickrell, Neb.—Seymour Dix recently purchased an elvtr. here and has taken charge. Mr. Dix sold his lease of the West elvtr. at Carleton to H. F. Smith a short time ago.

Omaha, Neb.—C. G. Eyer, formerly in charge of Goffe & Carkner Grain Co's. office at Colby, Kan., is now with the Maney Grain Co., as solicitor for our commission department.—Maney Grain Co.

Tecumseh, Neb.—Milo Halstead has bot an interest in the Walter C. Bouton's elvtr. grain and feed business and will have charge of the elvtr. Mr. Bouton has entered the employ of an automobile concern.

NEW ENGLAND

Bridgton, Me.—The Bridgton Co-op. Co. has been incorporated to deal in grain, flour and farm products; capital stock, \$25,000. Frank P. Davis is pres., Chas. W. Small, treas. and J. Bennett Pike is clerk.

Derby, Vt.—W. A. Kelley & Son Co., Inc., has recently been incorporated; capital stock, \$10,000; incorporators, W. A. Kelley, P. M. Kelley, Mrs. Emma V. Kelley and Mrs. Irene M. Kelley. The company will deal in grain, flour and feed.

Newton, Mass.—Joseph M. Barris, grain broker recently filed a petition in bankruptcy. His liabilities are listed at \$16,931, all of which are unsecured to 12 creditors, the principal creditor being E. E. O'Neil, Chicago, note \$13,842. Assets are given as \$50.

NEW MEXICO

Clovis, N. M.—The capital stock of the Clovis Mill & Elvtr. Co. has been increased from \$25,000 to \$180,000.

NEW YORK

Buffalo, N. Y.—The elvtr. of the Globe Elvtr. Co. was recently damaged by fire.

New York, N. Y.—Max Stein, formerly with the Neumond Export Corporation, is now mgr. of the office of K. and E. Neumond.

New York, N. Y.—It is reported that the Buckwheat, Feed & Grain Corporation has decided to dissolve. Franklin L. Lewi, pres., will continue to represent T. B. Huffman & Co. on the exchange as he has been doing for the past seven years.

New York, N. Y.—The firm of Power, Son & Co., prominent in the export business for about 70 years, will discontinue its export business. The company is the United States correspondent of Power Bros. & Co., Ltd., of London. It is said that O. M. Mitchel, the head of the firm here, had been planning to retire for some time. The business of the firm has not stopped entirely as it will continue to hold interest in domestic affairs, including the ownership of the Electric Grain Elvtr. at Buffalo. The company has given the clerks a four months' vacation. One of the oldest representatives on the exchange, H. A. Shafuss, will continue with his work, it is said.

NORTH DAKOTA

Prosper, N. D.—Mr. Johnson of Fertile, Minn., is mgr. of the Equity Elvtr. Co's. elvtr. here.

Golva, N. D.—The Dakota Western Farmers Elvtr. Co's. elvtr. and about 3,000 bus. of grain were recently burned.

Lansford, N. D.—The National Elvtr. Co. will install a Strong-Scott Dump on a Fairbanks Scale at its elvtr. here. T. E. Ibberson Co. has the contract.

Hanks, N. D.—A Strong-Scott Dump will be installed in the elvtr. of the National Elvtr. Co. here. Repairs will also be made. T. E. Ibberson Co. will do the work.

Kongsberg, N. D.—The Minnekota Elvtr. Co. recently awarded the contract for the erection of a new 25,000-bu. elvtr. here to the T. E. Ibberson Co. The elvtr. will have 12 bins and will be equipped with a Kewanee Dump and Fairbanks Scale.

Mohall, N. D.—The Mohall Grain Co's. elvtr. burned June 9 at about 5 p. m. The fire is said to have started from an overheated bearing in the top of the leg as a car had just been loaded. There was very little grain in the elvtr. C. N. Nelson owned it. Insured.

Ryder, N. D.—The elvtr. of the Farmers Equity Elvtr. Co., containing about 10,000 bus. of grain, mostly wheat, was destroyed by fire June 6, in the afternoon. An effort is being made to salvage the grain. The fire is believed to have started above the driveway in the elvtr. and spread rapidly upward until it reached the cupola.

OHIO

Hamilton, O.—Wm. Barton Carr, 75, pres. of the Carr Milling Co., died June 8.

New Winchester, O.—The Sneath-Cunningham Co. will operate the elvtr. here.

Gallipolis, O.—The plant of the Cheshire Milling Co. was totally destroyed by fire recently.

Shinrock, O.—Roy Arndt has again been employed as mgr. of the Shinrock Elvtr. & Supply Co.

Melrose, O.—Theo. Burt & Son will install a sheller and remodel the elvtr. and erect a new addition.

Oxford, O.—The windstorm on June 8 slightly damaged the plant of the Miami Milling Co.

Piqua, O.—The Piqua Milling Co. recently installed a McMillan Wagon and Truck Dump in its plant here.

Watson, O.—A large part of the roof of the Sneath-Cunningham Co's. elvtr. was torn off by the windstorm of June 8.

Mt. Cory, O.—The property of the Mt. Cory Farmers Elvtr. & Exchange Co. was to have been sold at a receiver's sale, held June 25.

Dowling, O.—Motor sparks started a fire in the elvtr. of the Sugar Ridge Grain Co. The fire was extinguished after burning a four foot hole in the roof.

Cincinnati, O.—John E. Collins is assisting Lew McGlaughlin in conducting the grain and hay business of Dan B. Granger & Co. in the absence of Dan B. Granger.

London, O.—Farrar & Watts recently installed a McMillan Wagon and Truck Dump in their plant here. T. J. Wood & Son also installed a similar dump in their plant.

Muntanna (Cloverdale p. o.), O.—W. J. Odenweller, Kalida, O., is building an elvtr. here. The Odenweller Milling Co. recently purchased the site of the old Muntanna Equity elvtr.

Coldwater, O.—John W. Long recently purchased the Coldwater Equity Exchange at a public auction for \$14,200. The elvtr. was offered for sale by the assignee, John H. Boeke.

Alpha, O.—The Alpha Seed & Grain Co. expects to rebuild the elvtr., which was recently destroyed by fire. The new elvtr. will be from 10,000 to 20,000 bus. capacity and will probably include a poultry feed plant.

Kenton, O.—C. R. Einsel, who has been operating the Breidenbach Elvtr. here, has bot a coal business at Mt. Victory and moved there. Wm. Breidenbach will manage the elvtr. under the direction of the Sneath-Cunningham Co. of Tiffin.

St. Marys, O.—Erwin J. Garmhausen, 37, former mgr. for the Lock Two Grain & Milling Co., died May 31 in West Virginia. Mr. Garmhausen had been engaged in social service work since leaving the elvtr., about four months ago.

Columbus, O.—A complete flour and feed mill of 200 bbls. daily capacity will be erected at the prison farm. It is reported that the equipment will cost \$25,000 and will include machinery for making chops and cereal food-stuffs and corn products. The building will be erected by the prisoners as far as possible.

Fostoria, O.—We recently purchased another grain drying unit, which will give us the largest grain drying capacity of any elvtr. in northwestern Ohio. Installation of the drier has started and will be finished in time for the new wheat crop, provided we should have a wet harvest and need it at that time.—The Fostoria Storage & Transfer Elvtr. Co.

OKLAHOMA

Texola, Okla.—The elvtr. of the American Milling Co. burned June 13. Loss \$5,000.

Frederick, Okla.—The elvtr. of Calvert & Abercrombie was damaged by the windstorm June 6.

Porter, Okla.—A. Robinson has succeeded Solus Huggins in the grain business.—L. A. Comling.

Amber, Okla.—The elvtr. of the Pocasset Grain & Elvtr. Co. was slightly damaged by the windstorm June 4.

Frederick, Okla.—The Farmers Co-op. Grain & Cotton Co. suffered a small loss from the windstorm June 6.

Eddy, Okla.—The plant of the Wheat Growers Co-op. Elvtr. Co. was damaged by the windstorm June 16.

Porter, Okla.—The G. A. Brown Elvtr. Co. is now operated by Brown, Carter & Peden. E. D. Peden of Coweta, Okla., is mgr.—L. A. Comling.

Blackwell, Okla.—The business and plant of the Blackwell Milling & Elvtr. Co. was recently purchased by the Midland Flour Co., Kansas City, Mo.,

Frederick, Okla.—Carl Cassidy, after dealing in oil land in Oklahoma and Texas for several years, is again engaged in the grain business here.

Pauls Valley, Okla.—The elvtr. owned by the Farmers Elvtr. Co. is shut down and is now in the hands of the First National Bank.—C. R. Goddard.

Kingfisher, Okla.—The stockholders of the Farmers Mill & Elvtr. Co. recently held a meeting to consider rebuilding the elvtr., which burned recently.

Sharon, Okla.—It was erroneously reported that W. D. Mathews of the Southwest Wheat Growers Associated was connected with the elvtr., which the Farmers Shipping Ass'n is to build here.

Jefferson, Okla.—W. T. Hacker, the new owner of the Morrisson Bros. Mills, has announced that the plant would be put into operation when the new crop begins to move. The mill has not been in operation since 1921, when the plant was shut down on account of the failure of the former owners.

Kingfisher, Okla.—It is rumored that the Wheat Growers Ass'n will help to finance the erection of an elvtr. here to take the place of the Farmers Mill & Elvtr Co's. elvtr., which recently burned. The pres. of the ass'n has asked the members to hold a meeting jointly with the 15 stockholders of the elvtr. company to discuss plans. At one time, it is said, the elvtr. company had 400 stockholders, almost all of them wheat growers. The recent fire caused an estimated loss of about \$4,000 each to the present 15 stockholders.

OREGON

Silverton, Ore.—The Silverton Warehouse Co. was recently incorporated for \$1,000 by J. Goplerud, N. Ames and E. O. Nelson to conduct a general warehouse business.

McMinnville, Ore.—We have disposed of our property here to the Buchanan-Cellers Grain Co., who will take possession July 1, 1924, with Mr. Cellers continuing as mgr.—C. B. Buchanan & Co. Inc.

Hillsboro, Ore.—We have retired from business and have disposed of our property here to the Buchanan Grain & Feed Co., who have taken possession and are now operating here.—C. B. Buchanan & Co. Inc.

North Plains, Ore.—We have disposed of our property here to the Buchanan Grain & Feed Co., who have taken possession and are now operating. The main office will be at Hillsboro.—C. B. Buchanan & Co. Inc.

Cornelius, Ore.—We have disposed of our property here to D. J. Barrett, who was formerly sec'y of this company. Mr. Barrett has taken possession and is now operating this place on his own account.—C. B. Buchanan & Co., Inc.

Independence, Ore.—Lee L. Hershberger recently bot the milling interest of the Oregon Milling & Warehouse Co. here, which include a 100-bbl. flour mill, 80,000-bu. grain elvtr., feed mill and seed mill. Mr. Hershberger was formerly at Hubbard and still owns the plant there and will operate that unless he is able to dispose of it.

Vale, Ore.—The Vale Grain & Feed Co. have been remodeling, cleaning, painting and repairing the warehouse of the old nitrate and fertilizer company, which it has owned for three years. The motor and grinder have been installed, and everything, which was in the old plant that burned, is now duplicated in this one. The roof will be repainted and the office and fixtures will be renovated.

Portland, Ore.—The opening of the new quarters of the Merchants Exchange will be celebrated June 27 by a reception which will include a musical program, dancing and a buffet supper. The first official session is to be called the following morning and the remainder of the day open house will be held. The reception com'te includes R. Wilcox, G. A. Westgate, Geo. Powell and Captain P. E. Macdonald. The building was constructed by the Lewis estate for the Exchange and the arrangements are far superior to those in the present quarters in the Board of Trade building.

PENNSYLVANIA

Delabole (Bangor p. o.), Pa.—The mill of the Stofflet Milling Co. Inc. burned May 1.

SOUTH DAKOTA

Winfred, S. D.—The Olson No. 4 elvtr. burned June 11.

Sisseton, S. D.—The Paul M. Rickert elvtr. here has been torn down.

Kaylor, S. D.—The Farmers Elvtr. Co. will iron clad its elvtr. here.

Butler, S. D.—The Empire Elvtr. Co.'s plant burned at 4 a. m. May 31.

Tea, S. D.—A new scale and dump have been installed at Olson elvtr.

Crooks, S. D.—The Crooks Grain Co. will make general repairs at once.

Parkston, S. D.—Zehnpfennig & Wudel's elvtr. here has been repainted.

Farmer, S. D.—The Farmers Elvtr. Co. is installing a new scale and dump.

Lake City, S. D.—The Osborn-McMillen Elvtr. Co.'s elvtr. will be repainted.

Parkston, S. D.—The two elvtrs. of the Farmers Elvtr. Co. have been repainted.

Beardsley, S. D.—The Farmers Elvtr. Co. has completed general repairs to its plant.

Parker, S. D.—The plant of the Independent Elvtr. Co. burned June 18. Loss, \$6,500.

Dimock, S. D.—The Farmers Co-op. Co. will iron clad elvtr. No. 1 and repaint elvtr. No. 2.

Fulton, S. D.—The Hoese & Lueth Grain Co. has installed a new scale and dump at its plant.

New Effington, S. D.—The elvtr. of the Osborn-McMillen Elvtr. Co. is being repaired and repainted.

Frankfort, S. D.—Minor repairs are being made at the elvtr. of the Frankfort Elvtr. Co. by the T. E. Ibberson Co.

Cuthbert, S. D.—The elvtrs. of Atlas Elvtr. Co. and J. T. Scroggs elvtrs. were partly wrecked in the tornado June 14.

Wessington Springs, S. D.—The plant of the Jerrault County Milling Co. was severely damaged by the windstorm June 17.

Loomis, S. D.—The A. H. Betts No. 1 elvtr. was struck by lightning June 14. A tornado completely destroyed No. 2 elvtr.

Lane, S. D.—The elvtrs. of the Farmers Elvtr. Co. and the Lane Farmers Co. were partially wrecked by the tornado June 14.

Watertown, S. D.—The Watertown Grain & Fuel Co. recently leased the Farmers Elvtr. Co.'s property, and will conduct a general grain and fuel business. S. E. Johnson and W. F. Kempf are managers.

Ipswich, S. D.—H. A. Stevens, who has been mgr. of the Farmers Elvtr. Co.'s elvtr. for the past five years, recently bot Finch Grain Co.'s elvtr. from John Owen. Mr. Stevens will make necessary repairs to be ready for the fall business.

Davis, S. D.—The Farmers Elvtr. here has been purchased by H. F. Schneiderman, an experienced grain man of Lenox, the consideration being \$3,825. The new owner will engage a man to take charge of the elvtr. so he can continue to look after his interests at Lennox. It is expected the elvtr. will be opened for business in the near future.—J.

Watertown, S. D.—The Watertown Grain & Fuel Co. recently took over the Farmers Elvtr. Co.'s elvtr. and plant and will handle grain, feed, flour, seeds and coal. The company is composed of S. E. Johnson and W. F. Kempf. Mr. Kempf was formerly employed as grain buyer by the Montana Elvtr. Co., of Lewistown. Mr. Johnson, until three years ago, was mgr. of the Brandt Farmers Elvtr. Co., Brandt, S. D.

SOUTHEAST

Birmingham, Ala.—The plant of the Iron City Grain Co., which was practically burned to the ground on May 31, will be rebuilt. At the time of the fire, the plant contained a large supply of feed, 3 large trucks, a feed mill and the company's private filling station. A watchman was burned to death and two men were injured by falling walls.

TENNESSEE

Nashville, Tenn.—It is an error about our having any plans for rebuilding our elvtr.—Chas. D. Jones & Co.

Nashville, Tenn.—The El Reno Mill & Elvtr., El Reno, Okla. has filed a copy of its charter for domestication in this state. The company is capitalized at \$300,000.

Cleveland, Tenn.—The Cleveland Milling Co. recently completed the erection of four concrete storage bins of about 20,000 bus. capacity. The work was done by the Stevens Engineering & Construction Co.

TEXAS

Dallas, Tex.—W. J. Lawther's mill is now under construction.

Gaylord, Tex.—W. B. Johnston is remodeling his elvtr. here.

Decatur, Tex.—Up-to-date machinery is being installed in the Lillard mill.

Greenville, Tex.—It is reported that the new mill and elvtr. of the Greenville Mill & Elvtr. Co. will be opened by August 1.

Clifton, Tex.—The Bosque Mill & Elvtr. Co. is successor to the Clifton Mill & Elvtr. Co. and will resume operation of the plant at once.

Amarillo, Tex.—The Transit Grain & Commission Co. of Fort Worth will open an office here about July 1. Harry Johnson will have charge.

Carrollton, Tex.—We are doing nothing now on account of the fire, and we will not be in the market for some time.—Carrollton Mill & Elvtr. Co.

San Saba, Tex.—B. T. Rich, grain dealer, recently bot the Childress Grain Co.'s elvtr. The Childress flour mill has been retained by the company.

Fort Worth, Tex.—The Bewley Milling Co. has started building a warehouse and office building of reinforced concrete. The permit calls for an expenditure of \$25,000.

Houston, Tex.—The E. C. Downman Grain & Hay Co. was recently incorporated; capital stock, \$50,000; incorporators, E. C. Downman, E. A. Gehring and Mr. Van Turner.

Itasca, Tex.—The owners of the Itasca Roller Mills & Elvtr. Co. recently bot the Hillsboro Roller Mills and will operate the plant under the name of the Hillsboro Milling Co.

Spearman, Tex.—R. L. McClellan, who recently bot the A. Liske elvtr. here, is conducting the business under the name of the R. L. McClellan Grain Co. The company will deal in grain, cotton and broom corn.

Longview, Tex.—John L. Smith, 46, owner and operator of the Longview Mill & Elvtr. Co. died recently. He is survived by two sons and a daughter. Mr. Smith was also mgr. of the East Texas Mill & Elvtr. Co.

Waco, Tex.—The following officers for the Grain Exchange were recently elected: H. L. Stover, pres.; F. W. Crouch, vice-pres.; J. M. Henshaw, sec'y-treas. The directors are the officers and the retiring pres. F. R. Cornforth.

Fort Worth, Tex.—J. A. Hughes, the sixth pres. of the Texas Grain Dealers Ass'n, died June 2. Mr. Hughes was held in high esteem by the public as well as the grain trade and members of the ass'n. The funeral was held at Howe.

Amarillo, Tex.—We will open our office here the latter part of next week and we are making every possible preparation to furnish the utmost in brokerage and commission house service.—Federal Commission Co., Fort Worth, Tex.

New Braunfels, Tex.—At least one of our lady visitors on the occasion of the annual meeting of Texas grain dealers "returned home with badly sunburned lips." I do not know how one gets such an affliction. I have lived here only fifteen years and never heard that explanation before. Did anyone else suffer?—Brother Ben.

Hillsboro, Tex.—The Hillsboro Roller Mills, which were recently purchased by the owners of the Itasca Roller Mills, will be operated under the name of the Hillsboro Milling Co. The owners plan to make a number of improvements at the mill, and put it in operation soon. For the present, Itasca mill products will be handled, these will include bran, meal, flour and a general line of feed.

Fort Worth, Tex.—The Merrill-Barber Grain Co. has just been organized here. Both are members of the Fort Worth Grain & Cotton Exchange. They will conduct a general grain business with offices in the Nel P. Anderson bldg. Robert I. Merrill has been in the grain business here for many years, and is favorably known thruout the country. Mr. Merrill is past pres. of the Fort Worth Grain & Cotton Exchange. Mr. Kent Barber was formerly general mgr. of the Burrus Mill & Elvtr. Co. here, and is also well known among the grain dealers and mills of the south.—Leo Potishman, chairman publicity com'te, Fort Worth Grain & Cotton Exchange.

WASHINGTON

Edwall, Wash.—The warehouse of the Seattle Grain Co. burned recently.

Ellensburg, Wash.—Colin A. Morrison of Morrison & Kleinberg died recently.

Seattle, Wash.—The Magnolia Milling Co. suffered a small loss from fire on June 10.

Seattle, Wash.—The warehouse of the Fisher Flouring Mills Co. was partly destroyed by fire May 21.

Walla Walla, Wash.—The warehouse owned by Max Houser and a grain buyers' union was recently burned together with 23,000 bus. of grain.

Country Elevator Accounting

Separating Debits and Credits

By C. A. LOVELL

Pasco, Wash.—The plant of the Pasco Flour Mills Co. burned recently. Friction from the slipping of an elvtr. belt is said to have been the cause.

Ruff, Wash.—The White-Dulany Warehouse Co. will build a new warehouse to take the place of the one which collapsed Christmas day. The lumber has already been contracted for.

Seattle, Wash.—Kerr, Gifford & Co., Inc., of Portland has closed its office here. Geo. Carmody, who has been mgr. of the office for nine years, has opened offices and is now an independent grain and flour exporter.

WISCONSIN

Neenah, Wis.—Our mill is shut down.—W. J. Durham Lumber Co.

Louisville (R. F. D. Menomonie), Wis.—Morgan's flour and feed mill burned recently.

Askeaton, Wis.—The roof of the elvtr. of the A. G. Wells Co. was damaged by fire June 11.

Milwaukee, Wis.—Charges for weighing by the Chamber of Commerce will be \$1 per car, and for car condition and seal report on cars unloaded 25c, making them the same as at Chicago.

Mapleton, Wis.—I will operate under the name of the Kiesling Lumber Co. for I have also purchased the lumber business here.—O. J. Kiesling. Mr. Kiesling recently bot Calvin J. Jones' elvtr. here.

De Pere, Wis.—Sol P. Huntington, attorney from Green Bay, Wis., recently made an offer to buy the real estate, water power and flowage rights of the defunct Powell Milling Co. The creditors of the company met June 14 to consider the offer.

Milwaukee, Wis.—Elvtr. E of the C., M. & St. P. Ry. Co. operated by the Cargill Grain Co. burned at 2:30 p. m., June 17, with 400,000 bus. of grain. The flames spread rapidly; but all the 35 men in the house escaped, Wm. Noll fracturing his right arm as he was descending a fire escape. A boat at the dock loaded with grain was towed to safety. Chas. Schallitz, a grain mixer, detected smoke pouring from the roof in one end of the building, followed by two explosions within a few minutes. The loss is variously estimated at \$500,000. The house was built 50 years ago and had adjacent a concrete storage bin annex built several years ago, and containing 600,000 bus. of grain. T. W. Burtness, sec'y of the railroad company, states that the question of rebuilding will be decided by Pres. H. A. Byram.

Wheat Growers Ass'n Asks Members to Vote.

Shall operations of the Montana Wheat Growers Ass'n be suspended? Shall the Ass'n adopt a control contract calling for a 66 2/3% sign-up by July 1, 1925, and, pending completion of the sign-up, give members and signers of the new contract the privileges of either pooling or consigning for direct sale by its sales agency?

That is the proposition put up to the members of the organization by its directors in distributing ballots for a referendum. In a recent election for members of the board of directors so little interest was taken and the vote was so small that it was decided the members had no intention of sticking with the organization.

Many complaints have been received during the past year. Because of the last payment on the winter pool, made in April thru the central part of the state, a good number of the farmers have asserted their intention to deliver no more wheat to the Ass'n.

Evidently pooling is extremely profitable in Montana.

All definitions of debit and credit in bookkeeping so far evolved are more or less misleading. One statement of the theory is that a person or thing which receives a benefit from the business is to be debited for that benefit; that a person or thing giving a benefit to the business is to be credited for that benefit.

Another rule is that the thing which comes into the business should be debited; that which goes out should be credited.

In the practice of double entry bookkeeping, however, there must always be a debit and a credit for every transaction. Sometimes it is not easy to reconcile the facts of a given case with the "benefit" rule or the "coming in and going out" rule.

The simplest and most frequent form of country elevator transaction is the purchase of grain. When cash is paid for the grain, the grain comes in and cash goes out. But it may be that the grain is not paid for immediately. In that event nothing goes out, in a strict manner of speaking, but to preserve the debit and credit equilibrium something must be credited, and for practical purposes we must revert to the benefit rule and give this credit to an account that is more or less outside the business itself.

To illustrate how this works out:

Bought 50 bushels of grain from John Doe at \$1.00 per bushel, value \$50.00

Let it be assumed first, that Doe is given a check for the grain. Two accounts on the ledger are then affected, viz: Grain Account and Bank Account. The entry will be as follows:

Debit Grain Account	\$50.00
Credit Bank Account	\$50.00

Assume, next, that Doe does not take his check immediately. The entry may then become:

Debit Grain Account	\$50.00
Credit John Doe	\$50.00

Or, it may be that Doe will deliver several loads of wheat before he asks for a check, and that all will be held on the scale ticket book without a ledger entry being made. In theory, all will be posted to the credit of his account. If all are posted they will be debited to Grain Account and Credited to John Doe, in which case the entry will be:

Debit John Doe	(The Amount)
Credit Bank Account	(The Amount)

If none of them are posted to Doe, but are held on the scale ticket book it will be a simple matter of debiting grain and crediting the bank when payment is finally made.

It thus resolves itself into a total debit to the Grain Account for the amount paid for grain, and a total debit to the Bank Account for the same amount. In either case, Doe's account, having equal debits and credits, is in balance and no longer of interest.

The next most frequent transaction is the shipment of carlots of grain. Here several methods of making the entries are possible, all of them correct; but for the purpose of making a clear explanation only one method will be given.

Shipped car grain, 1,400 bus. by loading weights, to Brown & Co., making draft for \$1,400.00.

The first entry concerns the draft alone, and as this is deposited in the bank the entry is:

Debit Bank Account	\$1400.00
Credit Brown & Co.	\$1400.00

This leaves the books showing that the business owes Brown & Co. \$1400.00, but in the car record there is a supplementary entry of the car of grain. It is carried in the transit account until returns are made.

Assume, now, that when Brown & Co. make account sales the net proceeds is given as \$1406.89; and that they do not send a check for the balance of \$6.89. The entry is:

Debit Brown & Co.	\$1406.89
Credit Grain Account	\$1406.89

Brown & Co.'s account now has a debit of \$1406.89 and a credit of \$1400.00, leaving a net debit balance of \$6.89. In other words, they owe the business \$6.89, and when they remit this amount, either alone or in connection with the balance for other cars, the entry will be:

Debit Cash Account	\$6.89
Credit Brown & Co.	\$6.89

Brown & Co.'s account is now in balance and may be ruled off. In this connection, it may be said that all accounts should be ruled off when they are in equal balance. That saves handling large amounts over long periods of time, reduces the chances of errors, and makes the books neater in appearance.

In practice, most country elevators may well discard the Cash Account and keep only a Bank Account, for seldom is there any actual cash on hand in the office.

When cash is needed for settling small items, it is best to open an account known as Petty Cash Account in the ledger. Charge (debit) Petty Cash with a round sum when it is withdrawn from the bank, keep a separate record of small expenditures until the round sum is exhausted, then debit the individual items to the proper accounts, crediting Petty Cash.

The Petty Cash box may then be replenished by drawing another check and the practice may be repeated.

A transaction that is slightly more complicated has to do with the borrowing of money for which notes are given. Usually the loans will be made at the bank, in a manner similar to the following:

Borrowed \$5,000.00 on thirty-day note from First National Bank. Note draws 6% interest. Credit given for \$5,000.00 by the bank.

The first entry is:

Debit Bank Account	\$5000.00
Credit Bills Payable	\$5000.00

At the end of thirty days, the note is taken up by renewal, let us say. Interest is paid in the sum of \$25.00.

The best way to handle this is to give a check for \$5025.00 to the bank for the old note; and to take credit at the bank for the new note. Assuming that it is done this way the entry will be:

Debit Bills Payable	\$5000.00
Debit Interest Account	25.00
Credit Bank Account	\$5025.00

And:

Debit Bank Account	\$5000.00
Credit Bills Payable	\$5000.00

If the grain dealer and the banker merely exchange note for note, it will not be necessary to make any entries on the Bills Payable Account. That, however, is not good practice. It leaves the Bills Payable account showing a note outstanding as of the original date, when that in fact is not the case.

It is far better to have every note show on the Bills Payable Account when it is made and when it is paid, even if the payment be in the form of a new note which requires an additional entry. Years later it will still be possible to learn from the ledger exactly what happened.

On the point of "years later" one observation may be made. The date column on every ledger page should show not only month and day but year. This can be done by writing the year numerals at the head of the column, writing new numerals whenever the year changes, but above all the setting down of these numerals should not be overlooked. Many times a ledger is rendered almost as so much Greek because an investigator cannot tell whether a given transaction was in 1923 or 1921. In some cases, this point, little though it is, becomes of the greatest importance.

Transportation Problems

[From an Address by Henry L. Goemann Before Ohio Grain Dealers Ass'n]

It is a long, slow process to come to any definite agreement with railroad companies. A group of grain dealers can get together readily enough, say what they want to say, and come to some sort of an agreement. Not so with the carriers. The railroads are national and what affects one will affect all.

During the past year we have succeeded in getting the carriers to extend the time during which claim for overcharge may be filed, to 3 years. Filing time on loss and damage claims, however, remains at 2 years.

Complaints on Rule 16 of railroad tariffs covering order—notify shipments or held for surrender of B/L at destination are numerous.

This matter was thoroughly discussed between the carrier and shippers in a conference held in March 1923 and upon agreement made between carriers and shippers, which included the grain trade, the Interstate Commerce Commission authorized the carriers to issue this rule 16 in their tariffs, which has been done. Therefore no further conferences with carriers can bring about a change in this rule and the only alternative would be to file a formal complaint before the Interstate Commerce Commission.

Shippers can accommodate themselves to this rule and eliminate this charge of \$6.30 per car by

First, taking advantage of Note 4 of Rule 16 and furnish an indemnity bond to the carriers.

Second, arrange under the privilege given in paragraph A of Rule 16, which states that "arrival notice as sent, or given," and under the words "or given" arrange for telephone instructions safeguarding such an arrangement by having the railroad company's representative furnish his name and the time of day he advises of the arrival of the car, the receiver in turn furnishing his name to the railroad company, then confirming it by mail, thereby eliminating any question as to time notice was given.

Third, arrange with the shipper to have his bank send all drafts for collection upon the bank, at final destination, direct and not through the regular banking channels for collection whereby a number of days is lost by the indirect handling.

Fourth, I would also suggest that all purchasers of grain have a small memorandum printed calling attention to this rule and asking each seller of grain to forward immediately all drafts against shipment to the destination bank so as to avoid the indirect delays through the regular collection channels.

By complying with these suggestions, I believe the complaints against this rule will be minimized.

The carriers are now imposing a charge of \$6.30 a car.

Carriers will not be responsible for natural shrinkage. Among the reasons for many loss and damage claims is inadequate and faulty weighing facilities at the loading point. To overcome this a set of standard scale rules for track and hopper scales has been drawn up. Manufacturers of weighing equipment are complying with these and claims are now being paid with these regulations as the standard. At present, I think, copies of these rules can be procured from scale manufacturers.

We have succeeded in getting railroads to agree on the proper deduction for shrinkage of bulk grain shipped in carload lots. The rules covering shrinkage are:

Bulk Grain Deduction for Shrinkage:

(a) Carriers will not be responsible for loss due to natural shrinkage.

(b) When liability is established, there shall be deducted from the loss in weight on all grain $\frac{1}{2}$ of 1% of total weight of the contents of the car.

(c) This deduction, representing reasonable shrinkage due to evaporation or other natural causes, is to be made from shipping weights.

(d) Claims for shortage will be promptly adjusted, subject to deduction authorized in clause (b) when investigation discloses defect in equipment, seal or seal record, or a transfer in transit by the carrier of a carload of bulk grain upon which the unloading weight is less than the loading weight, and the shipper furnishes duly tested certificates showing the correctness of the claimed weights, and investigation fails to show that the discrepancy is due to defective scales or other shippers' facilities, or to inaccurate weighing or other error at point of origin or destination, or to fraud.

(e) Where investigation discloses no defect in equipment, seal or seal record, or no transfer in transit, the claim will be adjusted or declined on its merits, taking into consideration all of the material facts. A clear record of either the carrier's or shipper's facilities shall not be deemed conclusive.

(f) In case of a disputed claim the records of both the carrier and the claimant affecting the shipment involved shall be available to both parties.

The next Congress is likely to be more radical than the last and we can't expect much help from that body in our transportation problems. The constant meddling with freight rates has had no helpful effect, nor will it. Freight rates cannot overcome the fluctuations of the market. They do not constitute the basic trouble.

The next Congress will have to declare itself on the railroad question. We are fighting against government ownership. One of the reasons is that the railroads pay \$390,000,000 in state taxes. Give the government ownership and the people and shippers will have to bear this burden.

Hoover had an idea that rates on grain and farm products should be reduced, and rates on manufactured articles raised to give the carriers proper revenue. That is just what the farmers are kicking about. They don't pay the grain rates but pass them on to the consumer. What they want is lower rates on the machinery they use, and on their automobiles.

Reparations Allowed.

REPARATION was awarded the Roberts Cotton Oil Co. appearing before the Interstate Commerce Commission, in No. 15190, against the Butler county R. R. et al. The railroad had been charging an unreasonable rate on cotton seed in carloads, shipped from Broseley, Mo., to Cairo, Ill.

PREVIOUS REPORTS, 69 I. C. C. 753, and 77 I. C. C. 242 were waived when the Commission reheard the case of Midland Linseed Products Co. v. Erie R. R. et al, I. C. C. No. 12290. The rates on linseed-oil meal from Undercliff, N. J., to Chicago, Ill., and North Hammond, Ind., were found unreasonable and reparation was awarded the Products firm.

REPARATION was awarded the Jackson Traffic Bureau and a maximum reasonable rate on crude sulphur moving in carloads from Sulphur Mine, La., to Jackson, Miss., was prescribed the Brimstone R. R. & C. Co. et al, in Interstate Commerce Commission No. 14618, when that body found the road charging unreasonable rates for moving crude sulphur.

THE RATES on rolled oats, oat groats, oatmeal, and oat flour, in straight or mixed carloads, or in mixed carloads with corn meal and hominy from points in Missouri, Kansas, Nebraska, Iowa, and Minnesota embraced in transcontinental Groups E, F, and G, to north and south Pacific coast and intermediate points, and to points in Montana and northern Wyoming, were not shown to have been unreasonable or otherwise unlawful in I. C. C. No. 13394, Atlas Cereal Co. v. A. T. & S. F. Ry. et al. The complaint was dismissed.

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Commission the carriers have made the following changes in rates:

C. & E. I. supplement No. 18 to tariff No. 600 makes several reductions and advances in the rates on grain, grain products, grain by-products, and feeds, effective July 15.

C. R. I. & P. in supplement No. 19 to tariff No. 28675-F contains some reductions in the proportional rates on wheat, corn, wheat flour, and alfalfa feed. It is effective July 14.

E. B. Boyd supplement No. 14 to circular No. 1-R of Western Trunk Lines gives some reductions in the rating on grain and grain products, cereals, feeds, and seeds, effective July 15.

A. T. & S. F. supplement No. 21 to tariff No. 5588-M makes certain reductions in the rates on grain and grain products moving over the A. T. & S. F., G. C. & S. F., and P. & S. F., effective July 1.

C. R. I. & P. supplement No. 11 to tariff No. 19690-J cancels the rates from Bestin, Inconium, Merrick, Dudley, Emsey, Lowe, and Chandler, Okla., on the C. R. I. & P., due to the abandonment of the line east of Guthrie, Okla. Supplement becomes effective June 30, and contains several re-issues of rates.

C. & E. I. supplement No. 15 to tariff No. 625 gives a reduction on screenings and flaxseed from C. & E. I. stations to Chicago. Rates to Norco and Three Oaks, La., on the Y. & M. V. and the I. C., are eliminated, the stations being abandoned, in this supplement, effective July 10.

A. T. & S. F. supplement No. 4 to tariff No. 13408 adds the Osage Ry. to the representation and makes changes in the index, and rules and regulations accordingly. Instructions to agents concerning minimum weights and the shipping of grain and grain products are shown in this supplement, effective July 22.

C. R. I. & P. freight tariff No. 19690-K contains local, joint and proportional rates on grain, grain products, seeds, and broom corn in carloads, from stations in Colorado, Kansas, Missouri, Nebraska, New Mexico, and Oklahoma, also Council Bluffs, Ia., to Little Rock, Ark., and stations in Arkansas, Louisiana, and Missouri. It becomes effective July 1.

E. B. Boyd supplement No. 13 to circular No. 1-R of Western Trunk Lines suspends the rates, charges, regulations and practices stated in E. B. Boyd supplements Nos. 9, 10, and 11 to I. C. C. No. A-1444, concerning the loading and unloading of carload freight at points in trunk line and c. f. a. territories. The Interstate Commerce Commission will conduct a hearing on the proposed schedules. Supplement issued, June 3.

A. T. & S. F. supplement No. 11 to tariff No. 5655-A-2 includes in the special instructions, "On sacked grain delivered at shipside, Galveston, Tex.; also on bulk grain not handled thru Galveston elevators, which is delivered to sacking plant on wharf front for sacking before delivery to ships, rates will include wharf switching, trackage and wharfage, also charges for unloading will be absorbed to the extent authorized in Texas Lines Tariff No. 21-F, agt. A. C. Fonda's I. C. C. No. 150 (A. T. & S. F. Circular No. 2006-R), supplements thereto or re-issues thereof." Supplement No. 11 contains information on the application of rates to Orange and Port Arthur, Tex., rules and regulations, and minimum weights, effective July 16.

THE REORGANIZED Millers National Federation has chosen as president for the ensuing year Congressman Sydney Anderson of Minnesota.

ITALY HAS issued decrees that exempt cereals from duty and reduce the duties on flour and semolina, until Dec. 31, 1924. That insures a stronger demand for American wheat.

THE FOURTH forecast of India's wheat crop is 361,723,000 bus., against 369,152,000 bus., the revised final estimate for 1923, says a cablegram from the department of statistics at Calcutta. Present acreage is 30,919,000 acres compared with 30,844,000 acres last year.

Grain Carriers

FREIGHT CARS in need of repair on June 1 totaled 189,219, or 8.3% of the number on line, an increase of 7,705 over the number reported on May 15, according to the American Railway Ass'n. Of these 138,536 require heavy repairs, while 50,683 need light repairs.

THE REPORTED car shortage for the period ending June 8, was 54 box, 11 coal, and 80 all freight cars, according to the car service division of the American Railway Ass'n. The surplus of serviceable equipment on that date was 146,271 box, 172,311 coal, and 356,723 all freight cars.

WASHINGTON, D. C.—The outstanding recommendation of the program prepared by the President's special comite on the shipping needs of the nation calls for the scrapping of about 2,000,000 deadweight tons of government shipping, and the construction of 2 new liners of the George Washington type.

CLASS 1 railroads of the country purchased directly from the nation's industries a total of \$1,783,703,000 in fuel, materials, and supplies, during 1923, the largest share going to the operation and maintenance of the carriers, according to R. H. Aishton, pres. of the American Ry. Ass'n, before the 5th annual convention of railway purchasing agents.

WASHINGTON, D. C.—Canada is planning to enlarge her railroad facilities, according to reports of new railway construction. Bills for the construction of 26 branch lines for the C. N. Ry., with a total of 946 miles, have been introduced in the government. The C. P. R. Ry., which laid 347 miles of new rail last year, is also proposing new facilities in Alberta and Saskatchewan.

WASHINGTON, D. C.—The new law creating the Inland Waterways Commission and abolishing the Inland and Coastwise Waterways Service of the War Department will work for private ownership and operation of the inland waterway fleet. The boats, acquired during the war for inland shipping, will be kept in operation. The new corporation will try to produce a profit.

THE GARLAND Steamship Co. has decided to abandon the attempt to compete with privately owned American flag ships in the trans-Pacific trade. The reasons for abandoning the trans-Pacific service are: Nonenforcement of the Merchant Marine Act of 1920 and failure to enact substitute legislation favorable to American steamers in foreign trade; and inability to compete with ships owned and operated by the U. S. Shipping Board.

PERMISSION to acquire control of the International-Great Northern R. R. by purchasing its capital stock was recently granted the New Orleans, Texas & Mexico Ry. by the Interstate Commerce Commission on condition that the consolidation does not prove detrimental to the public interest. The I.-G. N. operates 1,159 miles in Texas. The stockholders have approved acquisition of the road by the N. O. T. & M. This merger is expected to effect large economies in operation and strengthen the transportation system serving the territory of these two lines. An objection by the state of Texas was overruled.

PRESENT PROPOSALS predict the merging of the El Paso & South Western and the Southern Pacific railroads. Consummation of the consolidation will link together the Southern Pacific and the Rock Island—two of the largest roads in the country. Control of the E. P. & S. W. by the S. P. will give the latter road a direct connection with the Rock Island at Santa Rosa, Tex., and a thru line to Chicago, without conflicting with the U. P.-S. P. connection at Ogden, Utah. The Interstate Commerce Commission favors this move.

ADOPTION of a policy to insure American shipping against alleged unfair competition may result from the recent publication of the letter written by C. L. O'Connor to Senator Jones, calling attention to the existence of a preferential agreement between the Nippon Yusen Kaisha and the G. N. R. R. A prominent member of the American Steamship Owners Ass'n says he intends bringing the matter before the next meeting of the Ass'n that a formal protest may be made to the Interstate Commerce Commission against such agreements between American railroads and foreign shipping interests. By such agreements is foreign dominance on the seas fostered to the disadvantage of the United States.

A CASE on grain and grain products to establish the same rate from Earl, Seeman, Ely, and Vaughn, Kan., to points in Texas as published from Larned, Kan., will be heard before the Interstate Commerce Commission, at St. Louis, not earlier than June 27, docket No. 1302. At about the same time docket No. 1303 will be heard to establish the same rate from the stations named to points in Louisiana, as is at present used from Larned, Kan. Not earlier than July 4, docket No. 1371 will be heard to establish the same rate from the former stations to Texas points as published from Larned, Kan., on the Wichita & Northwestern Ry. This adjustment is claimed necessary to place rates from the stations named on a proper relation to rates established from such points to Arkansas, Kansas, Missouri, etc.

MINNEAPOLIS MILLS have applied to freight traffic officials for a readjustment of the all-rail rates on grain, flour and feed from Minneapolis to the East. Due to the competition of lake rates from Duluth east, which has caused a considerable falling off of the rail business at Minneapolis, the carriers favor such a readjustment. A proposed reduction on all-rail rates is designed to equalize the position of Minneapolis with that of Buffalo and other eastern centers grinding spring wheat shipped from Duluth by lake. Tho no reductions have been agreed upon the Southwestern Millers League has already asked for a suspension of the proposed schedule. The League wants an early hearing before the Interstate Commerce Commission, and has asked, as an alternative, reduction of rates on flour originating in the southwest and moving to the Atlantic seaboard thru Chicago.

Wheat and Rye Prices May Go Very High.

Geo. E. Marcy, pres. of the Armour Grain Co., says:

The United States wheat situation is different almost from any that has ever existed.

The government crop report indicates not to exceed one hundred million available for export the coming year. The Pacific coast is bound to sell more or less flour to the Orient. Pacific coast mills, therefore, will not only cause shortage on Pacific coast, but also reach east into Montana, Colorado, Kansas and Nebraska for wheat.

Texas and southern Oklahoma wheat will move to gulf and be sold for export, probably thirty or forty million bushels; then Virginia, Pennsylvania, Maryland and other eastern sections, will move more or less wheat to the Atlantic seaboard, which will go for export. The durum wheat Europe must have besides the low grade flours which are always sold abroad by the mills.

This means, with just the ordinary situation in which even low prices in other countries cut no figure, the United States will be cleaned out of all her surplus wheat very promptly.

On top of this, probably the American farm co-operative wheat pools were never so strong as they are today and all of their influence will be exerted to hold their wheat for good prices which can easily be obtained provided those

farm outfits work together which they no doubt will do. With the 42c duty protecting, it means that the farmer will be able to put wheat and rye prices very high.

This whole bread food situation will be reflected the world over, as shortages in the wheat crop in pretty near all the northern hemisphere are now apparent and as wheat and rye are the cheapest foods obtainable and this year, ending July 1, apparently the world will not have a carryover out of their 3,300,000,000 crop of over 250,000,000 bushels. With the cut in the United States' crop of 100,000,000 and the probability of a cut of over that amount in Canada, to say nothing of the cuts in the crops, other parts of the world, the situation in wheat and rye is such as we have not seen in a great many years. Apparently the United States' wheat farmer will come into his own, provided he is fortunate enough to secure the present crop prospects.

Meeting of Willamette Valley Dealers.

A well attended meeting of the Willamette Valley Grain Dealers Ass'n was called to order at Corvallis, Ore., Thursday, June 12.

A. B. Cordley, Dean of Agriculture of Oregon Agricultural College, made an address of welcome. Following this the members were shown over the experiment fields, where they could see the growing and cultivation of wheat, oats, barley, hay, and forage grasses of various kinds.

F. W. Miller, veterinary department of the Oregon Experiment station, discussed the "Foot and Mouth Disease in California."

H. P. Barss, pathologist, Oregon Experiment station, gave an address on "Wheat Smut Control." He called attention to the new treatment by using copper carbonate instead of the old bluestone method. This treatment is given in pamphlet form and can be secured from Mr. Barss, Corvallis, Ore.

F. L. Ballard, county agent leader, O. A. C. Extension Service, gave a talk on extension service and some interesting data on the activities of the county agents.

The Ass'n adopted the following resolution concerning the duplication of inspection of grains at terminals, by both the federal and state grain inspection departments.

DUPLICATE INSPECTION.

Be It Resolved, that we, the Willamette Valley Grain Dealers Ass'n, request the United States Department of Agriculture to extend its work in grain inspection and supervision to cover all inspection and weighing of grain on both interstate and intrastate shipments, and thus eliminate the duplication of expense of both federal supervision and state inspection.

A discussion of the hay situation took place and the dealers concluded to advise their farmer patrons to stack their hay for 30 to 60 days before baling. This procedure would give it a chance to cure properly and would eliminate the nuisance of past seasons, when early hay, shipped to the Portland market, was rejected because of heat damage.

Uniform warehouse receipts were adopted. Storage charges on the basis of the past season were accepted. The organization concluded to adopt the charges the Pacific Northwest Grain Dealers Ass'n use for bad order sacks and resacking.

Officers elected for the ensuing year are: H. J. Elliott, Perrydale, Ore., pres.; C. H. Koontz, Halsey, Ore., vice-pres.; W. W. Harder, Portland, Ore., sec'y.

SOIL WHERE soybeans are being grown for the first time should be inoculated with the specific bacteria of soybeans. By such means soybeans are enabled to gather free nitrogen which increases the growth of the crop and enriches the soil, says L. E. Thatcher, Ohio Experiment Station.

MISSOURI VALLEY, IA.—The Missouri Valley Elevator Co. shipped a solid train consisting of 34 cars of corn to E. A. Webster Co., Seattle, Wash., on June 16. The freight so greatly increased the cost to the consumer that the Pacific coast demand will be checked.

Feedstuffs

BROOKVILLE, O.—A. Schleintz is installing a new motor and feed grinder in his elevator.

DES MOINES, IA.—The Iowa Feed Co. recently leased a 44x132 ft. warehouse.

CONWAY, ARK.—The Oglesby Feed Co. has been purchased by the Jones Milling Co.

DES MOINES, IA.—The Iowa Feed Co. recently leased a 44x132 ft. warehouse.

MT. STERLING, IA.—J. W. Kerr, feed store proprietor, recently died of heart trouble.

ARCADIA, CAL.—The Dawn Feed & Seed Co. has been taken over by the Arcadia Feed & Seed Storage Co.

SPRINGDALE, MO.—Hugh Boatright has purchased the seed and feed business of C. M. Phillips.

SNYDER, TEX.—W. B. Dane has closed out his feed business and will retire. Jones & Herm have taken over the remainder of his stock.

MINNEAPOLIS, MINN.—E. H. Hein, who recently resigned his position as manager of the feed department of E. S. Woodworth & Co., now runs a millfeed brokerage office here.

MUSCATINE, IA.—J. A. Te Strake recently installed a 24-inch Munson ball bearing attrition mill fitted with 2-20 h.p. Howell red band motors, for his flourishing feed grinding business.

BINGHAMTON, N. Y.—Reliance Feed & Grain Co. has been incorporated with a capital stock of \$20,000, to deal in feed, flour, grain, etc., by H. J. Barndt, I. T. Deyo and L. C. Anderson.

PRESCOTT, WASH.—The Prescott Feed & Seed Co. has installed equipment to manufacture millfeed and flour. Part of the machinery is a plant for cleaning and treating 2,000 bushels of wheat per day.

CHICAGO, ILL.—The Nye & Jenks Grain Co. has added a mill feed department to its present business. It is in charge of H. W. Bernhardt, formerly with the American Hominy Co. and the Purity Oats Co.

BONEPART, IA.—Moore & Gilchrist recently changed their feed milling plant from gasoline engine power to electric, at the same time installing a 24-inch Munson ball-bearing mill equipped with 2-20 h.p. Howell red band motors.

ANDREW, IA.—The feed milling plant of the Andrew Co-Operative Creamery Co. was recently fitted out with a new 24-inch Munson ball bearing attrition mill, equipped with 2-25 h.p. Howell red band motors.

OWENSBORO, KY.—The Anglo-American Mill Co. has leased its mill building and equipment to S. Gant, and C. O. Sandefur, who will manufacture and sell flour, corn meal, whole wheat flour, etc.

FEW FEED SHIPPERS are so thotful as to include fat mice for the office cat without extra charge, but when they do buyers should not complain. Sister Sue in handling such a complaint assured the buyer that her firm always aimed to give customers a little more than they expected.

SALT LAKE CITY, UTAH.—The Stockgrowers Mill & Feed Co. increased its capital stock, on May 31, from \$250,000 to \$325,000 with 2,500 shares of common stock and 750 shares of preferred stock of \$100 par value. The firm changed its name to Stockgrowers, Inc.

BENNETT, IA.—The Duval Grain Co. recently purchased a 30-inch Munson ball-bearing attrition mill fitted with 2-40 h.p. Howell red band motors and an ear corn drag and crusher. The newly motorized elevator is enabled to go into the feed grinding business by the addition of this equipment.

DES MOINES, IA.—The Traupel Walker hay and feed plant was recently destroyed by fire, the loss being estimated at about \$5,000.

PARAGOULD, ARK.—The Paragould Milling Co. is planning to erect a new building to take the place of the mill which was destroyed by fire in January. It is to cost \$15,000, and will be built 2 stories high of hollow tile. Machinery for corn milling will be installed.

ROANOKE, ILL.—Fire destroyed the 4 buildings comprising the Wm. Heedt rendering, hide, and feed plant on May 17. The Roanoke fire department was unable to prevent a total loss, the flames, fed by grease and oil in the rendering department, consumed everything combustible and ruined valuable machinery. No insurance.

INDIANAPOLIS, IND.—The Acme-Evans Co. has elected officers for the ensuing year, and its new corn and feed mill will be ready for operation about Sept. 1. The officers now are: Pres. E. H. Evans; vice-pres. and mgr. I. E. Woodard; treas. E. C. Johnson; sec'y J. A. Reis; treas. J. T. Lippincott, and Hugh Petten.

MT. VERNON, IND.—The brickwork of the new hominy mill that is being built to replace the \$250,000 American Hominy Co. plant, which burned last September, was awarded the Hoffman Construction Co., of Evansville. Much of the foundation and portions of the old walls will be used in the construction.

SALT LAKE CITY, UTAH.—The Quaker Oats Co. recently installed a plant here in which it is milling in transit products destined for the Pacific coast. F. C. Craig, Western sales manager of the firm, has been transferred to San Francisco, and has taken charge of all the western business including the Salt Lake City plant. The former brokers of the firm are being retained.

TERRE HAUTE, IND.—Paul Kuhn recently bot the plant of the American Hominy Co. here. The plant includes an elvtr. of 100,000 bus. capacity and a corn mill of 20,000 bus. capacity and was sold by the Chicago Title & Trust Co. at a trustee's sale. The sale of the plants and property at Davenport, Iowa, Decatur, Ill., and Indianapolis, Ind., will probably be held over a month.

THE 1924 crop of garbanzos (chick-peas) in the states of Sonora and Sinaloa, Mexico, is estimated at 350,000 sacks compared to the 1923 crop of 278,609 sacks. These states have planted a much larger acreage to garbanzos than last year. Damage by excessive rains in the Mayo Valley and lighter planting in the Yaqui Valley, however, are expected to cause Sonora to fall short of its 1923 production. Sinaloa is reported to have greatly increased its acreage for 1924. This country annually imports large quantities of Mexican garbanzos.

LEWISTON, PA.—The Spanogle-Yeager Milling Co. has completed a frame building 30x60 and 3 stories high to be equipped with machinery for the manufacture of poultry, horse and dairy feed and operated in connection with their flour mill. The company has employed S. T. Edwards & Co. to handle the engineering, plan a feed system and supply a complete line of high class formulas and advertising matter. The company also operates at Reesville, and has its main office at Philadelphia, A. J. Yeager being pres., and W. J. Yeager, Jr., sec'y-treas.

FOOD CROP cultivation is compulsory thruout several departments and provinces of Peru, by order of the Peruvian government, because of the persistent drought in that country. With no exception the haciendas and farms of the Department of Ica and the Provinces of Chancay, Lima, Callao, and Canete are required to devote not less than 5% of their cultivated lands to food crops only. These regulations do not apply to the haciendas and farms which are now devoting a larger percentage to food crops.

Ohio Grain Dealers Celebrate 45th Anniversary.

[Concluded from page 789.]

point convenient to most of the dealers.

A telegram from Frank Tanner, Sec'y of the Ohio State Millers Ass'n, who was to have spoken on "By the Wayside," expressed regrets at being unable to attend.

Adjourned *sine die*.

Convention Notes.

The number registered was 197.

C. B. Jenkins came from Noblesville, Ind.

A number of women accompanied their husbands.

Buffalo men present included E. A. Schwab and S. M. Ratcliffe.

Phil Sayles and A. H. Cratty came from Columbus.

Cleveland was represented by F. E. Watkins and Geo. Schmill.

Eugene Kraus and R. S. Apfelbaum came from Fort Wayne, Ind.

D. L. Seaman of Bellefontaine represented a freight rate rechecking bureau.

B. E. Chambers, Sidney, distributed yellow pencils among the dealers.

A large number of the dealers cranked up "lizzie" and drove to the convention.

Roy V. Harper, Pittsburgh, and Maurice Dryfoose, Erie, came from Pennsylvania.

"Red Letter" Zahm & Co., Toledo, passed out red carnations just before the Fellowship Dinner.

At each plate, when the diners filed into the dining room, was found a small package of Beach-Nut Mints, the compliments of the Smith-Sayles Grain Co.

Insurance men present included J. E. Anderson and C. O. Garver, Columbus, representing the Grain Dealers Nat'l Mutual Fire Insurance Co.

Machinery and supply trade men present included H. F. McCauley; J. M. Bell, Bauer Bros. Co.; H. E. Matson of the Richardson Scale Co., and W. B. Sutton, Huntley Manufacturing Co.

The second day of the meeting was exceedingly hot—so hot that a bright-looking little urchin found it profitable to carry among the dealers a pail containing ice-water in which was immersed a number of bottles of pop.

Toledo dealers present included C. E. Patterson, John Wickenhiser & Co.; R. S. Burge, P. M. Barnes, G. C. Eichler, M. P. Head, M. F. Neiswander, L. J. Schuster, W. W. Cummings, Fred Mayer, J. L. Doering and J. W. Young, Southworth & Co.

Among Ohio shippers and receivers present were E. L. Alton, St. Paris; W. L. Alton, Sidney; J. F. Ackerman, Lima; Ralph Andrews, Celina; F. Baughman, Jackson Center; Reid Burt, Melrose; O. B. Badertscher, Bluffton; W. S. Bricker, Payne; V. A. Bricker, Rockford; Ben Bramlage, Fort Loramie; J. C. Cole, Ansonia; E. T. Custerbender, J. E. Custerbender and V. E. Chambers, Sidney; J. J. Curl, Marion; E. L. Diller, Bluffton; W. C. Dewey and L. W. Dewey, Blanchester; C. M. Duncan, St. Paris.

H. L. Goemann, Mansfield; Ira Gilliland, Van Wert; L. A. Gilliland, Haviland; W. H. Hill, Oakwood; Paul Hance, Troy; C. A. Hiegel, Leipsic; P. H. Harsha, Portsmouth; D. E. Horn and O. P. Hall, Greenville; J. R. Johnson, Baltimore; W. H. Kelly and M. R. Kent, Continental; C. B. Krohn, Deshler; J. J. Kraft, Spencerville; Jesse Lewis, Troy.

J. McClintock, Wapakoneto; D. E. Maxwell, Kirby; H. P. Mann, Bluffton; G. H. McConnell, New Bremen; D. McBride, Elida; E. F. Netzel, Fostoria; W. J. Odenweller, Klida; Chas. T. Pierce, Van Wert; H. G. Pollock and C. A. Pollock, Middle Point; J. K. Pollock, Venedocia.

W. H. Pickard, Bowling Green; C. D. Romick, Arlington; L. A. Richards, Sidney; Samuel Rice, Metamora; O. E. Richardson, Celina; C. H. Rubins, Kenton; F. H. Ryer, Lindsey; J. A. Rupp, Elmira; L. A. Schomacker, Leipsic; J. W. Simmons, Sidney; T. G. Stephenson, Maplewood; V. E. Springer, Buckland; F. P. Weber, West Jefferson; A. T. Ward, Fostoria, and W. W. Wickersham, Blanchester.

UNUSUAL DEMAND has met "The Modern Pied Piper," a moving picture recently produced by the U. S. Department of Agriculture to stimulate interest in rat control.

The Feed Manufacturers.

[From address by L. F. Brown, sec'y American Feed Manufacturers Ass'n, at Chicago.]

The former plan of holding an Executive comite meeting each month has been abandoned, and meetings are now called only when matters of sufficient importance have accumulated or an emergency arises which makes it necessary or desirable for the Comite to get together. Membership on the Executive Comite involves considerable personal inconvenience, and no small item of expense to those members residing at any appreciable distance from Chicago, as the members of the Comite receive no compensation for their services and are not even reimbursed for any expenses incurred in attending the committee meetings.

Seven regularly called meetings of the Comite have been held during the year supplemented by occasional informal conferences of such members of the Comite as could be quickly brought together. My observation is that membership on this Comite is a burdensome task, with our membership at large not fully appreciating the amount of time, energy and funds freely donated by the members of this Comite to Association affairs and the feeding stuffs industry in general.

Legislation.—During the year 1924 but eleven states have or will hold regular legislative sessions. And thus far this year no serious inimical legislation having a direct bearing upon the feed manufacturing industry has been proposed. The following is a brief summary of legislation thus far presented affecting the feed manufacturing industry:

KENTUCKY.—A bill was proposed forbidding the use of wire or other metal fasteners in attaching tags to bags, but failed of passage.

MASSACHUSETTS.—A bill reducing the brand tax was proposed but failed of passage. I am advised that it is likely to receive favorable consideration at the next session in 1925.

NEW YORK.—An amendment reducing the license fee from \$25 per brand to \$10 per brand for each brand of buckwheat by-products, rye by-products and corn feed meal was enacted into law effective January 1, 1925.

SOUTH CAROLINA.—A minor amendment correcting an error occasioned by an amendment adopted by the 1922 legislature of that state.

List of Brand Names.—The card index list of brand names used for feeding stuffs now contains at least seven thousand names. We spend considerable time each year in revising, adding to and endeavoring to keep this list as nearly up-to-date as possible. While this list is fairly freely consulted, I believe it could be much more profitably used by our members at such times as they may contemplate the selection of new brand or trade names, and by availing themselves of the information contained in this list reduce duplication of the use of the same brand names, and possibly the expenditure of appreciable amounts of funds in an endeavor to establish a brand name to which they cannot acquire exclusive use, and thereby avoiding unpleasantness likely to result from attempts to gain exclusive use of a word or words used by more than one manufacturer.

Our list of names registered in the United States Patent Office is, I believe, accurate and reliable. And through the medium of the Official Gazette we are able to keep this list up-to-date.

We receive many requests for a printed copy of this list, but on account of the fact that additions are constantly being made, it is impractical to print this list, as it would very shortly be obsolete, or at least incomplete. We are glad, however, to furnish such information as the list may contain to our members in particular, and the feed industry in general, when request is made for such information.

Official Emblem.—In accordance with the resolution adopted at our last annual meeting, your Executive Comite has adopted a new Ass'n emblem.

Our entire membership was requested to submit designs for an emblem and a prize of \$50 was offered by your Executive Comite for the design selected by the Comite as appropriate. In response to this invitation, twenty-seven designs were submitted. The design appearing above was submitted by Miss Corna S. Hanlin of Swift & Co., Chicago, and was awarded the prize.

This design is attractive and suggestive of our industry. Electrotypes will be furnished by your sec'y to those desiring same. An appreciation of the work of your Executive Comite in this direction can best be indicated by its liberal use on stationery, advertising and other printed matter by every member of the Ass'n.



New Emblem of Feed Mfrs.

The adoption of the new emblem obviously supersedes the use of the original cogwheel emblem, adopted a few years ago, and which, due to its unattractive appearance, never came into very general use.

Metal Fasteners.—I incline to the opinion that there is a growing sentiment against the use of metal fasteners in attaching tags to bags. The states of Connecticut, New Jersey, Pennsylvania and Vermont now forbid their use entirely. New York state forbids the use of such fasteners with sharp points and I expect to see legislation on this subject enacted into law in other states. So it would appear that in the not remote future some other method of attaching tags to bags must be employed.

Membership.—At our last meeting I reported a net membership of 148. During the year, due to consolidation, non-payment of dues, resignations and other reasons, twenty-two companies were dropped from our membership roll. Sixteen new members were added. Membership at the close of the present fiscal year being 142, a net decrease during the year of six.

Conclusion.—"Government by investigation" seems a most appropriate designation of the present trend of public affairs. Someone recently said that if present conditions continue it may soon be necessary to move all business to Washington, as there is an "apparent indication to conduct all business from the seat of our National Government."

Constantly increasing national and state laws are invading private affairs and interfering with natural business principles of long standing. Within the past forty days I have been in or passed thru more than one-third of the States of our Union. Conversation with passengers on trains and with guests in hotels reveals a decided sentiment of disapproval of conditions at Washington, with particular reference to Congress. The general indictment is that "political expediency" is the dominant issue in the minds of our national legislators and that any desirable constructive legislation must be subordinated to "peanut politics."

If those with whom I have conversed reflect the sentiment of our population at large, I fear that confidence in our government and its institutions is at a low ebb, with Washington ignoring an insistent demand for some adequate relief from present burdensome conditions.

Present day conditions demand co-operative effort in the feed manufacturing industry to an extent never before existing. It can accomplish but little unless the individual units are willing to assume a reasonable amount of obligation. The feed industry ranks among the first half dozen of our country's industries in size, volume and invested capital; it is conceded by all to be an economic necessity.

ARGENTINE CROP estimates in tons, from 58,000 estates are wheat, 6,723,284; linseed, 1,488,105; oats, 1,182,356; barley, 262,489; and rye, 110,962, according to the Argentine minister of agriculture. The estimate on wheat is 334,665, and linseed, 118,293 tons less than the January estimates. Linseed exports to June 18 were 920,785 tons, and wheat, 3,158,321 tons.

Portugal Government to Control Wheat.

A decree containing stringent provisions for the requisition of wheat stocks and for the control of bread baking will shortly be published by Portugal with the view of reducing the cost of living in that country. By this means the government would prevent the hoarding of wheat by Portuguese farmers and speculators and thus prevent the market price increasing and the necessity of importing foreign wheat. The domestic crop for the current year is estimated at 14,000,000 bushels, which is considerable above normal.

The principal articles of the decree are:

Farmers and others in possession of more than 37 bushels of wheat must declare it to the proper authorities within 8 days of the publication of the decree.

All wheat now in Portugal is at the disposal of the government.

The owners of wheat seized by the government will be paid at a compensatory rate within 8 days.

All seized wheat will be distributed among the flour millers of the country.

The prices of bread and flour will be fixed monthly by the government.

Loaves of bread must weigh either 2.2 pounds or 3.3 pounds.

A fine of \$34 will be imposed on bakers who fail to observe the prescribed percentage of flour and auxiliary grains in the manufacture of bread.

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Millers Telegraphic Cipher: 1917 edition. Designed especially for the milling and flour trades. 77 pages, 3 1/2 x 6 inches, paper bound. Price \$2.00.

Cross Telegraphic Cipher Code: 7th edition revised for provision and grain trades. Contains 145 pages 4 1/2 x 5 1/2 inches, bound in cloth. Price \$2.00.

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Baltimore Export Cable Code: Hinrich's fourth edition, compiled especially for export grain trade. 152 pages 6 1/2 x 9 inches, bound in leather. Price \$15.00.

Your name in gold stamped on any of the above codes for 35 cents extra.

All prices are f. o. b. Chicago.

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Supreme Court Decisions

Buyer Stands Loss on Sale F. O. B. Origin.—Loss of seed after delivery to carrier billed to buyer f. o. b. place of shipment must be borne by buyer.—*Rule-Jayton v. Vera Gin Co. Court of Civil Appeals of Texas. 261 S. W. 157.*

Landlord's Lien.—Landlord consenting to sale of tenant's crop by tenant's mortgagee on condition that mortgagee should account to extent of landlord's advances did not so waive lien as to defeat right to an accounting as to proceeds.—*Pinckard & Lay v. Roland. Supreme Court of Alabama. 99 South. 910.*

Passage of Title.—Where, on date for shipment, seller appropriated goods in a deliverable state to the contract, and notified buyer, who remained silent as to shipment, but made other objections, later abandoned, held, that buyer assented to the appropriation, under Personal Property Law, § 100, rule 4, subd. 1, and title passed, though goods were not shipped.—*William Whitman Co. v. Witcombe. Supreme Court of New York. 204 N. Y. S. 417.*

Damages on Destination Value.—As to loss of interstate shipment on through bill of lading, shipper held entitled to damages on basis of value at place of destination at time of shipment should have been delivered, if that value was greater than value at place and time of shipment; stipulations in the bill of lading to the contrary not binding shipper. Stipulations in through bill of lading, issued on interstate shipment, exempting carrier from liability for its negligence, held void.—*Louisville & Nashville R. Co. v. Jones. Supreme Court of Alabama. 99 South. 919.*

Reasonable Time in Transit a Question for Jury.—At Moultrie, Ga., W. M. Flowers delivered to the Georgian Northern Railway Company a carload of watermelons, to be transported to Atlanta, Ga., and there delivered to R. T. Cook. The question as to whether or not the melons were delivered or tendered to Cook within a reasonable time was one peculiarly for determination by the jury, the evidence on this point being conflicting, and the judge erred in directing a verdict, and in overruling the motion for a new trial.—*Flowers v. Georgia Nor. Ry. Co. Court of Appeals of Georgia. 122 S. E. 647.*

Buyer's Remedy for Seller's Breach of Contract.—Though buyer's measure of damages on seller's repudiation is difference between contract price and reasonable market price at time when, and place where goods should have been delivered, buyer, on receiving notice of repudiation, should exercise ordinary care to mitigate damages by buying goods elsewhere if reasonably possible. Burden is on seller who repudiates contract to show that buyer could have easily mitigated damages by purchasing goods of similar quality and quantity in open market.—*Mays Mills, Inc. v. McRae. Supreme Court of North Carolina. 122 S. E. 762.*

Vessel Liable for Delivery Without Surrender of B/L.—Under Canadian law as well as that of the United States, the unqualified transfer of a B/L to order notify vests transferee with a right of action in rem against the vessel for breach of contract by making delivery to the party notified without production of the B/L, and under Act Cong. Aug. 29, 1916, §§ 30, 31, 34, 38 (Comp. St. §§ 860400, 8604p, 8604qq, 8604ss), it was immaterial that the B/L was given to secure a loan, since by indorsement of the B/L transferee became owner of the goods, and was not required to sue in conversion.—*Molsons Bank v. the Niagara. U. S. District Court, New York. 297 Fed. 667.*

Conditioning Grain Discretionary with Receiver.

Julius W. Jockusch, Galveston, Tex., plaintiff, v. Hogan-Hayden Grain Co., Muskogee, Okla., defendant, before Arbitration Com'te of Texas Grain Dealers' Ass'n, composed of J. V. Neuhaus, W. W. Early and R. L. Cole.

This claim for \$297.16 arises out of refusal of Hogan-Hayden Grain Co., Muskogee, Okla., to pay account sales of Julius W. Jockusch, Galveston, Tex., on four cars of wheat.

The shippers, Hogan-Hayden Grain Co., claim that they refused payment of these account sales on account of excessive dockage on the shipments.

Testimony submitted shows that all cars graded Sample Grade, some of them heating and some hot and sour. Both parties agree that the wheat was sold basis Galveston weights and grades, and there is no contention as to the grade, but the contention arises on account of the dockage as a result of sample grade.

Mr. Jockusch submits statements from other exporters, who practically confirm his dockage as rendered in his account sales. Hogan-Hayden Grain Co., in turn, submit returns from other shipments they have had to other parties, some going to this port, which apparently show a less dockage on similar wheat. Apparently, difference of opinion arises from the fact that the shipper thinks the wheat should have been cleaned, dried and conditioned and sold on a new grade.

This Com'te is of the opinion that upon a little reflection any fair-minded person would realize that it is not in position to judge as to what dockage should apply on sample grade wheat that is heating, hot, sour or musty, without first seeing the wheat and being able to judge what condition each particular car was in, as grade of this kind is liable to represent different value entirely when representing different cars.

Again, where the request has been made that wheat should have been conditioned, there are instances when the attempt to condition wheat does not improve the wheat sufficiently to justify the expense.

Further, where there is no contract as to whether or not the grain must be conditioned at receiving port, it seems it would be optional with the receiver as to whether or not it be conditioned. Naturally this Com'te is not in position to say definitely that this dockage was excessive or was not excessive.

The Com'te begs to submit, however, in rendering an opinion, that the evidence offered by the receiver as to dockage applicable under the opinion of other exporters, would lead the Com'te to believe that it would be unbecoming for it to attempt to fix this dockage on a closer basis than that submitted by the receiver, due, as before stated, to the impossibility of the Com'te being able to judge the condition the wheat was in on arrival and when inspected.

Therefore, we find in favor of Julius W. Jockusch; and Hogan-Hayden Grain Co. is hereby ordered to pay over to H. B. Dorsey, Sec'y, at Fort Worth, Tex., the sum of \$297.16, in accordance with Mr. Jockusch's claim. Sec'y Dorsey is instructed to return to Mr. Jockusch the amount of his deposit fee.

Volume of Trade in Wheat Futures.

The volume of trade in wheat futures in the pit of the Chicago Board of Trade which had been running around 20,000,000 bus. per day during the first week of June took an upward jump coincident with the upward jump in wheat prices following the publication of the June 9 government report.

On Monday, June 9, the number of bushels traded in was only 9,121,000, while on June 10 the transactions totaled 39,116,000 bus., as reported by J. W. T. Duvel, grain exchange supervisor. June 11 the volume was 44,978,000; June 12, 30,000,000, rising again June 16 to 44,610,000 bus.

During the month of May the heaviest trading was on May 2, 25,256,000 bus., and the lightest on Saturday, May 17, 6,137,000 bus.

Bureaucracy Threatens All Individual Enterprise.

Condemnation of the tendency toward paternalism in government is not confined to the grain business.

William Allen Pusey, president of the American Medical Ass'n, at the recent annual meeting of the Society at Chicago, spoke in part as follows:

This government of ours was organized in a spirit of individualism. Given equal opportunity, men were expected to work out their own lives through industry, intelligence and character. Competition was allowed to exercise its wholesome influence in stimulating men in their worldly efforts. It was the acceptance, unconsciously, of the law of the survival of the fittest, long before Darwin had formulated that concrete conception and given it a name.

Now we have a new dispensation. During the last hundred years the social trend has been continuously away from this spirit. It was inevitable that it should be so; our world has been transformed in that time by mechanical invention.

This revolution has placed men in new relations to one another and has made them dependent on one another, because of the intimacy of their contacts, in a way that never existed before. The danger in this situation is that the necessity for social co-operation tends to break down individualism and to encourage the less vigorous to look to society to do for them what it would be good for them to do for themselves.

And so the trend has been continuously from individualism to socialism. As the social problems have become more acute, this trend has been more rapid. The views that were socialistic at the beginning of the nineteenth century had become the views of the individualists by the middle of the century. Doctrines that Herbert Spencer was thundering against, with cold logic, as socialistic and dangerous, a little over fifty years ago, are now accepted without protest as an inevitable part of the social situation. This is not because Spencer's premises and logic were incorrect—it is not unlikely that in our ultimate experience it will be found that he was correct—but it is because necessity grasps at expedients, and social remedies that Spencer rejected have been utilized, for the practical reason that society had to take care of its rapidly developing situations and it found no other remedies at hand. This socialistic trend has been most rapid in the last twenty years. Hadley, for example, writing of it in 1914, says:

During the last decade the United States has witnessed a movement in the direction of State Socialism... very different in character from anything which occurred in the century preceding.

How far this trend is going before it is checked no one can prophesy; but it is clear that our civilization is committed to a sort of socialism to the effect that the economically fit and competent shall take care of the weak and inefficient. It is an unconscious endeavor to set aside the law of natural selection and to counteract Nature's cruel but salutary process of eliminating the unfit. So far as the present social endeavor can be successful, it will tend to foster—to borrow Faguet's striking phrase—"the cult of incompetence."

The tendency is to foster mediocrity at the expense of competence. This tendency is certainly humane; whether it is best for the future of man is another question. That will be determined by the future experience of the present cycle of civilization.

In the first place, the effects of a natural law, such as that of the survival of the fittest, cannot be greatly modified nor long set aside by the puny efforts of man.

In the next place, the machinery for all these socialistic and paternalistic enterprises will in time become so large and unwieldy that it will be impractical and fall to pieces. When, in addition to the ordinary machinery of government, we add the new machinery for running the mines and the railroads and the telegraph and the telephone and wireless, for the regulation of capital and industry, for the stabilization of industry, for employment insurance and health insurance, for old age pensions, for socialized recreations and socialized neighborliness, for socialized health education and programs—when on top of these you pile the organizations for keeping the people from using opium and cocaine and alcohol and doing other things that are not good for them, for enforcing all sorts of laws that prohibit some of the population from doing things that another part thinks are wicked, for socialized nursing and medical care, for taking over obstetrics, child welfare and venereal diseases, for the care of the injured, crippled and defective—when these activities, nearly all of them temporarily good in themselves, have developed to a certain point, the burden will become too great.

The men taken from productive occupation and private enterprise that will be required to man them will be such a large proportion of

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the population that, sooner or later, the social fabric will give way. There will not be enough of the population left for production to take care of the administrations, and a reaction, if not a crash, will come.

This is no imaginary situation. Attention is constantly being called to it. As Beveridge points out, even now there is one government employee for every twenty-one adults and, according to the National Industrial Conference Board, every eleven workers over 16 years of age support one government employee.

In view of his wise statesmanship, it is not surprising, but it is a reason for encouragement that President Coolidge has opposed this trend in his definite stand against federal support of such activities.

In the next place, and most hopeful of all, society is usually saved from its own carelessness—except when a cataclysm occurs—by the persistence of a minority element which, through character, intelligence and force, is able ultimately to exercise a controlling hand in the direction of affairs. If civilization is to be saved from the effects of a socialized mediocrity, it will be by the presence in the community of this influential minority.

Books Received

THE VALUE OF MINERAL SUPPLEMENTS IN SWINE FEEDING contains information on the mineral requirements of animals, the mineral problem in swine feeding, improving the calcium retention of swine on grain rations, improving the quality of bone on grain rations, mineral mixtures—homemade and commercial, and the economic value of mineral feeding. The results of 3 experiments using (1) mineral supplements with corn, middlings, and tankage, with and without rape pastures; (2) providing a mineral mixture in the self-feeder to pigs on pasture; (3) and mineral supplements used with corn, linseed oil meal, and middlings, with access to blue-grass pasture, are given. Bull. 250 Univ. of Illinois Agri. Exp. Sta., by J. B. Rice, Urbana, Ill.

THE RED BOOK titles a directory of wholesale grocers, semi-jobbers, chain stores, etc., in the United States and Canada. The 1924 edition is just off the presses. In it are listed 4,310 exclusively wholesale grocery houses, 979 semi-jobbers, and 331 grocery chain firms. They are listed alphabetically by states and cities and the financial size of the firms is designated. Populations of states and cities and the counties in which the cities are located are shown. The convenient size of this book will be readily appreciated by salesmen, and executives find it very useful. Tho it contains over 6,000 names it measures only about 4x6 inches and is less than 1/2 inch thick. It is published by Orrin Thacker Directory, Columbus, O. Price \$2.

VITAMINS IN LIVESTOCK FEEDING is designed to give general information about the nature and distribution of vitamins and outline recommendations as to how farm rations can be balanced up with reference to them. It was written by H. H. Mitchell, associate chief of animal nutrition at the college, and M. Helen Keith, first assistant in that division. If animals do not have enough vitamins, they become unthrifty and show signs of indigestion, loss of appetite, nervous disorders and sterility, or definite diseases, such as rickets and paralysis, the authors explain. Claims made for various commercial vitamin preparations have led many farmers and stock raisers to wonder whether ordinary farm feeds will supply all the vitamin needs of farm animals or whether some vitamin concentrate must be brought and fed in order to safeguard the health of their animals. Facts given in the new circular show that careful selection of natural feeds usually is all that is necessary to take care of the vitamin needs of farm animals and that, with one or two excep-

tions, stock feeders need not spend money buying vitamin condiments. Circular No. 282, 20 pages, University of Illinois Exp. Sta., Urbana, Ill.

Agstone, the Magic Stone.

[From an address by the Hon. A. P. Sandles before the Ohio Grain Dealers Ass'n.]

Someone has said that the grain business is the only one in which a man can stay all his life, continually lose money, and yet make a good living. Some of us have been in a long time. Take Uncle Joe here, who has been dealing in grain for nearly 50 years. He has been up and down, during good time and bad, and he still thinks it's a good business.

At present the season is backward. Looks like the weather man followed that slogan of "Keep Cool with Coolidge." But wheat is looking good and most of the grain crops aren't kicking.

How many of you believe in grain futures? Gambling, if you please? Nearly everyone? Good. The futures isn't the trouble with the farmer. All the farmer has is a good, old-fashioned bellyache.

How many of you ever heard of the McNary-Haugen bill? Everybody. How many of you were in favor of it? I see. Not a booster here.

And there shouldn't be. It isn't legislation we need. It isn't legislation the farmer needs. Left alone, the so-called ills will work out. The present difficulties are largely a result of the war. But they're leading back to normal in every endeavor.

True, the western men are in distress. During the last 4 years they have used high speed production and have increased the supply of produce to the saturation point. As a result there is a loss in exports and a loss in price.

Organized production is needed to produce price. Something like that used in the sugar beet industry. The sugar beet grower doesn't plant a row until he knows where his produce is going and what he is going to get for it.

Lately grain has been going up. It seems that God, in his wisdom, does a little regulating. Agriculture is coming back and most men are agreeing that it is the safest business in the long run.

The years of service you men have in your records shows that the grain business is not of the mushroom type. It must be learned. It isn't the kind of a business that springs up and is blown away by the first light breeze. It is here to stay.

They say the rainbow comes down in Ohio. Maybe so. She's a wonderful state. But I guess it forgets the grain elevators. Ohio used to have an unusually small number of fires in grain elevators. For the past few years there has been an average of 15 per annum. In one town an elevator burned on one Sunday. The following Sunday another went up in smoke. Investigation disclosed the fact that both elevators belonged to the same company and both burned from unknown causes.

So many elevators have burned lately that one fellow got an idea. He started buying up salvage grain and reselling it to the farmers for stock feeding. And he made money.

The Magic Stone. Have any of you ever driven along a well-used stone road and noticed how tall and thick and green the clover grows in the fields that border it? Particularly right alongside the road? Ever stop to think about why it grew that way along the road when a lot of other fields weren't near so good, and about the rain beating upon that road, washing the dust from the stone and draining it away into the soil?

Clover is a soil saving crop and a June crop. It is good hay and so enriches the soil that other crops grown afterward on the same ground prove more profitable. It is one of the things that help the farmer to prosperity. Farming is a basic industry. The farmers' losses cause losses to all industry and to the country at large. Grow clover.

And corn. It doesn't take much to grow corn. Little, 4-ounce nubins, grown 3 in a hill with hills 3 ft. apart will produce 35 or 36 bushels to the acre. We used to have boy corn growing contests. They were good things. One county raised its production to 85 bushels per acre thru them. Lime was one of the reasons.

Soil becomes worn out and loses its fertility unless kept up. Dr. Thorn, a crop specialist, says, "Soil will get grouchy and in bad humor." Burned or raw limestone is needed to sweeten it and bring prosperity to the farmer. Keep a little crushed stone on hand so the farmer can easily purchase it. It's a good sideline and the increase in the crops of the farmer using it will make the trouble well worth while.

The limestone increases the quality of the crops and the per acre production.

Stop being gloomy. Remember "a smile a minute is better than a mile a minute." Take an invoice of your community and keep going.

DAVE J. RAZLIFF, a coal salesman working in Oklahoma territory, says that 80 to 85% of the grain dealers handle coal.

LOCKPORT, N. Y.—The largest single cargo ever passed thru the canal locks here consisted of 110,000 bushels of grain recently loaded aboard six barges owned by W. Hanley.

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GRAIN DEALERS JOURNAL
309 So. La Salle St. CHICAGO, ILL.

**CU
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GRAIN DEALERS NATIONAL
ASSOCIATION CONVENTION
September 22nd 23rd 24th

Unfair Competition by Farm Bureau With Farmers Elevators.

"Adjustment of differences between officers of the Ohio Farm Bureau Federation and the officers of Farmers Co-op. Elevators failed to come out of the com'ite meeting at Columbus of June 3 and 4, held in an effort to compromise the situation, it was revealed to-day by an official report of the meeting received by Chas. S. Latchaw, sec'y of the Ohio Farmers Grain Dealers Ass'n and also a member of the adjustment com'ite," reports a Defiance, Ohio, daily paper.

"Mr. Latchaw and C. W. Palmer, pres. of the Jewell Grain Co., Jewell, O., who attended the meeting in Columbus as members of the company were compelled to leave a day early and returned to Defiance believing that the wrinkles would be ironed out in favor of the elevators. Differences arose which were insurmountable at that time, however, and the meeting adjourned to meet again after the Farm Bureau has submitted the situation to the executive com'ite.

"Both factions tendered plans of adjustment of the Columbus meeting, both organizations standing on the grounds that their first duty is to their members and protesting against interlocking of business. The elevators particularly attacked the wholesale and retail commercial activities of the Farm Bureau and requested that they cease in localities where farmers elevators are located. Car door sales of the Farm Bureau especially were declared detrimental to the elevators that maintain a fixed overhead prepared to give daily service. Members of the com'ite which attempted to compromise were:

"Farmers elevator group—C. W. Palmer, Defiance; Leon Gove, Milan, and C. S. Latchaw, Defiance.

"Equity group—J. A. Stemen, Convoy; J. O. Coss, Lima; L. C. Schmuck, Antwerp.

"Farm Bureau Federation—L. B. Palmer, Columbus; Harry Beale, Columbus, and Frank Brown, Clarksburg.

"Ohio State Grange—C. A. Dyer, Columbus and W. G. Vandenbark, Zanesville.

"Independent elevators—C. L. Hunt, Leesville and R. E. Crone, Mason.

"College of Agriculture—H. O. Ramsflower, B. A. Wallace and C. G. McBride."

A Certain Science.

"By science I mean the careful assembling of facts, their comparison and their interpretation," said President Coolidge in an address to an assemblage of scientists.

That clear and succinct definition of science applies to wheat marketing as it has been done in the United States. The president, of course, was thinking of what is more strictly known as science. He was not thinking of the problem of wheat marketing—a problem which was then before Congress and had caused him so much concern that in a previous interview he had said, "Agriculture has taken up more of my attention than any other problem since I became president."

Except to the degree in which legislation interferes, American wheat today is scientifically marketed through "the careful assembling of facts, their comparison and their interpretation."

First, there is the careful assembling. The facts are provided by periodical crop reports of the Department of Agriculture, by private local

experts, by hired statisticians and by trade bureaus. None of these agencies has any other aim than to get as close to the actual facts as possible and be the first to bring these facts to public notice.

Second, we have the comparison of the facts. This is done by speculators, consumers and producers, in the order named. The speculators are first, for unless they make a prompt and accurate comparison of the facts they will fail. The consumers are placed second because they include millers and distributors, who are governed more by seasonal conditions than daily fluctuations. The producers are placed last because in their production and sales of their crops they are governed less by a knowledge and study of general conditions than by their immediate necessities and their immediate marketing opportunities.

The third step in the scientific marketing of wheat is the interpretation of the facts. The losing grain operator will say, "I was right, but the market was wrong." The market is never wrong. It responds sensitively to the touch of facts.

Sometimes an operator will be helped or hurt by an unforeseen contingency, such as heavy rains or a long drought. But in the long run the operator who best employs his intelligence in the interpretation of facts is the operator who wins, just as in the long run the best surgeon can show the greatest percentage of successful operations.

The surgeon is dealing with the science of surgery; the grain operator is dealing with the science of wheat marketing. Laws which prevent the application of scientific methods in wheat marketing prove as injurious as would laws which prevented the application of scientific methods in surgery.—Journal of Commerce.

Protection Against Lightning.

BY H. C. LEE.

Lightning is again with us for another extended stay. Elevators, which are usually the best target for lightning in any community, are reporting losses. Some of the losses are large, while others are small, but each one is a possible total loss. During any one of the last dozen years lightning has been the cause of more fires in elevators than any other known cause.

Did you ever stop and seriously consider what a fire at this time of year would mean to you? Just the thought of being out of business during the rush time, let alone the loss of money, should cause owners to think.

The cost of proper lightning protection is small. In fact, it is so small that an elevator owner cannot afford to do without it. Do you know that an ordinary sized country elevator can be properly rodged for less than \$100? Do you know that there will be a resulting saving in your insurance rate?

Lightning caused a line of country elevators owned by one of the larger milling companies much trouble last year. Although the elevators were properly covered by insurance, the loss was considerable, due to its inability to handle the crop in these particular locations. Its officers decided that lightning had done them enough damage. They have let a contract for the rodging of all their stations. The work is being done right now and when it is finished, good-bye lightning trouble. If such a company, with the number of houses which it has, considers protection against lightning worth the money, how much more it must be worth to a man who has only one house, or to a company with only two or three houses, who can ill afford to lose one.

Do not try to kid yourself into believing that lightning can't, or rather won't, strike your particular elevator. The elevator is usually the best target in town, and other people's experience, if not your own, proves that they are struck, and very often.

If you are interested, or if you think you might be interested, write your insurance company for information. The cost is small, the work is permanent, the added security against lightning is relieving to the mind, and the possible saving in dollars is large.

BREWSTER, WASH.—Grasshoppers threaten the crops of the entire state, according to the state Department of Agriculture. It is imperative that poison bait be applied in the centers where the insects are congregated to stem the invasion.

Insurance Notes.

THE FOLLOWING companies have joined the Explosion Conference: American & Foreign, Delaware, Firemen's, Northwestern Fire & Marine, Prudential Fire & Marine, Safeguard, Sterling and World Fire & Marine.

WINNIPEG, MAN.—Insurance companies issuing policies on grain shipped down the Great Lakes are bitterly contesting for the business. The usual rate was 30c per \$100 of cargo value. On June 7 a 10c rate was quoted. On the 9th it came down to 6c. On the 12th it reached 3c. Competitive bidding resulted in insurance firms entering the field.

PROPERTY loss by fire in the United States and Canada for May shows a decrease of almost \$4,000,000 from that of the previous month and of more than \$6,000,000 compared with the corresponding month of 1923. For the first five months of the year the loss amounted to \$160,745,850, as against \$187,199,300 for the same period of 1923, and of \$168,756,750 in 1922.

GRAND ISLAND, NEB.—Fire waste in the United States amounts to 4 times the saving in the federal tax reduction plan, each year, according to R. E. Verner, manager of the fire prevention department of the Western Actuarial Bureau, who recently spoke before a joint meeting of the Chamber of Commerce and local agents. Records show that in 1920, the fire loss amounted to approximately \$330,000,000; in 1922, it exceeded \$400,000,000; and last year it equaled more than \$500,000,000.

THE ATTENTION of radio receiving set users is called to the fire hazard involved in improperly installed outdoor aerials. A warning has been issued by the insurance department of the U. S. Chamber of Commerce, and the Nat'l Waste Council. It is quite possible for lightning to strike radio antennæ and a fire is likely to result unless proper protection is afforded. Another fire hazard is found in instances where chimneys are used as supports for aerials. The additional stress and leverage frequently causes the brickwork to crack. The warning points out further that the current from a 6-volt storage battery is strong enough to start a fire if the terminals, or wires leading from them, become crossed. Wiring should be done in the approved manner and all lead-in and inside wiring should be prevented from coming in contact with light and power wires.

THE ILLINOIS CENTRAL has \$20,000,000 worth of coal cars standing idle.

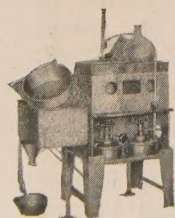
Fire Hose Couplings Standardized.

Lack of interchangeability in fire hose couplings were large factors in the conflagrations in Salem, Mass., in 1914; Paris, Texas, in 1916; Augusta, Ga., in 1916; Atlanta, Ga., in 1917; Thomsonville, Ga., in 1918; Mobile, Ala., in 1919; Pocomoke City, Md., in 1922; and Grimes, Ia., in 1923. The same difficulty is frequently experienced in smaller towns which do not have the same couplings as do their larger neighbors, as in the fires in Rising Sun, Md., in 1921; Ellicott City, Md., in 1923; and Farmington, Conn., in 1923.

The approval by the American Engineering Standards Com'ite of American national screw threads for fire hose couplings, which had been submitted under the leadership of the National Board of Fire Underwriters, the National Fire Protection Ass'n, the American Society of Mechanical Engineers and the American Water Works Ass'n marks for the first time a national agreement on tolerances or limits of accuracy necessary to secure interchangeability in manufacture.

Heretofore manufacturers have worked almost entirely from samples of couplings submitted by the purchasing authority, instead of by the use of accurately made gages. This has been a prolific cause of non-uniformity since old couplings, hydrant nipples and caps are not reliable as test pieces, owing to wear and corrosion.

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The printing is crosswise ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer."

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LIGHTNING

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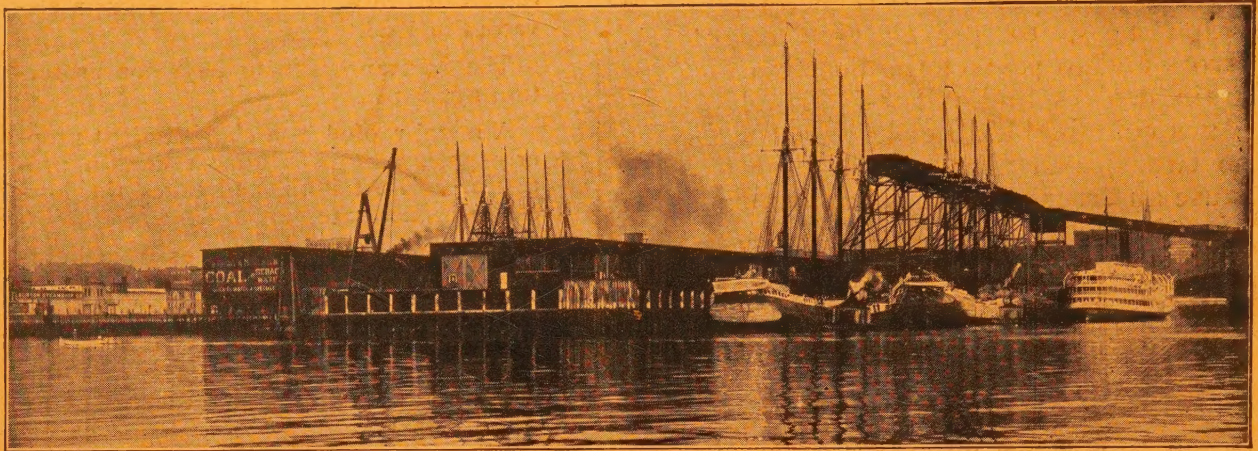
Western Grain Dealers Mutual Fire Insurance Company DES MOINES, IOWA

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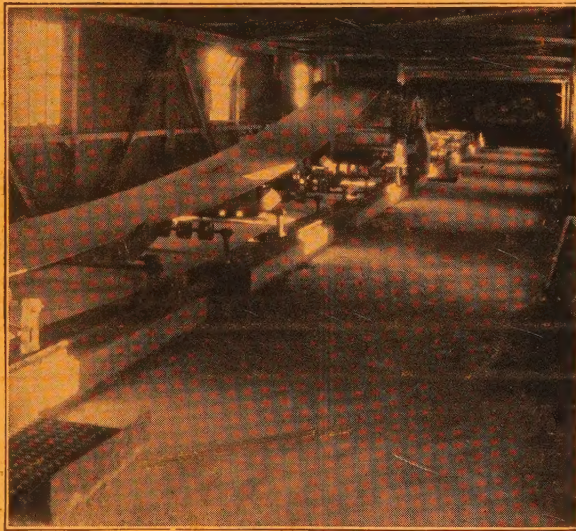


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